

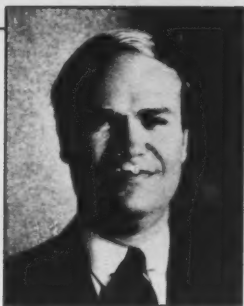
Pensions & Investment Age

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The newspaper of corporate and institutional investing • \$4.00 an issue • \$80 a year • June 29, 1987



John Dembeck says pension posts offer training for senior executives.



Jack Pope, American chief financial officer, ran the pension fund.

Pension execs move up ladder

By Chuck Paustian

The pension post, once thought of in the industry to be somewhat of a dead-end job, has actually served as a stepping stone in the career paths of several corporate executives.

While all of the executives contacted had extensive academic training, and many had held other positions within the company, they all said the pension job offered opportunities

for career advancement not found in other areas of the company.

"(The pension position) gives you a unique perspective on your company, from the capital market, outside-investor point of view," said William H. Schumann, treasurer of FMC Corp., Chicago. Before becoming treasurer, Mr. Schumann had been director of investor relations and investments at the company.

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CTA fund switches to full tactical allocation

By Barry B. Burr

CHICAGO — The \$800 million Chicago Transit Authority pension fund has adopted possibly the most complete use so far of tactical asset allocation through financial futures.

The technique uses futures to make frequent shifts in asset mix in hopes of maximizing expected return.

The new allocation model, run by The Boston Co. Inc., Boston, is the centerpiece of a major restructuring of the fund's equity managers. In all, the restructuring involves shifting \$429 million, or about 54%, of the fund's assets.

Aside from Boston Co., CTA officials hired nine equity managers, retained three and is dropping five mutual funds and three separate account portfolios. Changes will occur over the next few weeks.

In addition, officials in August will begin a search for the fund's first one or two international equity managers, expected to be hired by year end, said Gregory C. Nagle, manager-pensions. Other international managers could be hired over the next year or two.

The tactical allocation model, a generic term for what Boston Co. calls a deployment optimizer, will adjust the asset mix of the CTA fund at least monthly and possibly 15 times or more a year, according to Mr. Nagle and Edgar E. Peters, Boston Co. vice president and portfolio manager.

Depending on the scenario presented by the model, the CTA will change its equity mix from 20% to 80%, its bond allocation from 20% to 80% and its cash proxies from 60% to zero using futures.

The allocation model will affect about 60% of the fund.

The asset shifts using futures won't affect the CTA allocation to its investment managers.

"It will simply be an overlay

done by Boston Co. to effect the change," Mr. Nagle said.

The fund's allocation of its investment assets among its managers will be 65% equities, 16% real estate and 19% cash, though its target is 65% equities, 20% real estate and 15% cash.

The CTA's current 60% equity allocation will increase to 65% once the new managers are

The fund uses futures because frequent buying and selling of stocks and bonds to change the asset mix would be too costly and time consuming.

Tactical allocation, a type of market timing, uses some of the same futures instruments and overlay techniques as portfolio insurance or dynamic hedging.

Portfolio insurance, however,



Photo by Mike Marcotte

Gregory C. Nagle, manager-pensions, said the CTA fund has adopted a tactical asset allocation model using financial futures.

funded. Because the CTA holds no bonds, Mr. Nagle said the model was adjusted to use the real estate allocation as a proxy for 20% of the bonds.

Until it increases the real estate allocation over the next couple of years to 20%, Boston Co. will go long in fixed-income futures, adding 4% to the real estate/bond allocation and thus reducing cash to the 15% target allocation.

Through tactical allocation, the fund expects to achieve a higher return by adjusting its asset mix periodically, Mr. Nagle said.

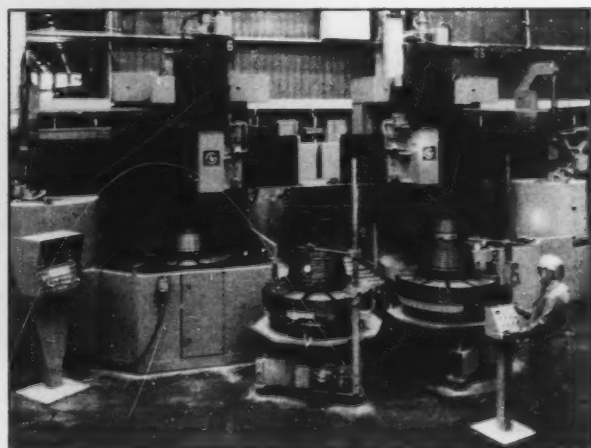
tries to minimize loss, while tactical allocation seeks to maximize return.

Robert D. Arnott, vice president for equity and asset allocation strategy, Salomon Brothers Inc., New York, said, "As the market plummets, tactical asset allocation will tend to buy (stock index futures), while portfolio insurance will sell."

Although a number of other sponsors are using tactical allocation for part of their funds, the CTA appears to be most aggressive.

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Inside:



PENSION FUND SUFFERS: The corporate restructuring of AMCA International Ltd., which owns this Fond du Lac, Wis., machine tool plant, has put its pension fund out of much of this year's stock market rally — Page 8.

INTERNATIONAL MANAGERS: More than \$50 billion in pension assets are being handled by international money on the 50

Trust to aid steel plans

By Nicky Robertshaw

WASHINGTON — Sen. John Heinz, R-Pa., contends the ailing steel industry could be rescued if steel companies would issue stock warrants to back a special trust fund he wants set up to pay supplemental retirement benefits.

A bill he is sponsoring, which is supported by organized labor and the steel industry, would make it easier for financially troubled steelmakers to close outmoded or excess-capacity plants. The costs associated with shutdowns sometimes have prevented the industry from streamlining and returning

to profitability, said Milton Deaner, president of the American Iron & Steel Institute, Washington.

The newly created trust would cover certain supplemental retirement benefits, such as early retirement and plant shutdown benefits, that would have been generated from 1982 through 1990 from loss of steelmaking capacity. Total U.S. steel industry capacity is expected to shrink to 112 million tons in 1987 from 154 million tons in 1982, according to preliminary figures from the institute's annual statistical report.

Sen. Heinz's plan, however,

does not address the massive unfunded pension liabilities accrued by steel companies. Most of those benefits are covered by the Pension Benefit Guaranty Corp.

In a speech to the United Steelworkers of America in Washington, Sen. Heinz outlined his plan for a Steel Industry Revitalization Act, which is being drafted. Plans are to move the proposal through this session, probably by attaching it to the budget reconciliation bill to be considered this summer, an aide to Sen. Heinz said.

The aide estimated supplemental benefits would not total more

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STATISTICAL REFERENCE INDEX
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Stateville Prison in Joliet, Ill., makes use of the security and detention systems created by Folger Adam. Folger Adam, which is riding the wave of America's lock-'em-up craze, may be going public soon.

Folger Adam looks to secure its future

By Marcia Parker

LEMONT, Ill. — Folger Adam Co., a family-owned prison lock and detention equipment manufacturer that went private less than two years ago, is riding high on the nation's "put 'em behind bars" craze and the world's newly raised security consciousness — and speculation is the company soon will go public again.

Corporate finance

Since it went private in a leveraged buy-out, Folger Adam has grown rapidly, primarily by acquiring companies and unveiling new twists on old products, in a fast-paced market, where annual growth rates of 10% to 15% are not uncommon.

While it is not a big-name leveraged buy-out like Beatrice Cos., Folger Adam's story is a good example of what happens to a company after it has been taken private but before it has come full circle and gone public.

When Folger Adam was purchased in August 1985 by members of its management and Adler & Shaykin, a New York investment firm specializing in management leveraged buy-outs, it was an old-line, family-owned manufacturer with a well-respected, but limited, line of prison-related supplies. Sales for the fiscal year ended March 31, 1985, amounted to \$22.5 million.

The growth prospects in the industry were clear, but Folger Adam didn't have the capital to make a big splash through acquisitions.

"Before the leveraged buy-out, we had the money to fuel internal growth, but we didn't have the capital to fund acquisitions," said Donald Stading, president. "Folger Adam couldn't have done it on a stand-alone basis."

With extra capital raised by



Donald Stading credits the LBO with funding acquisitions.

Adler & Shaykin that's been pumped into the company, Folger Adam has become a leading manufacturer, consultant and installer

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Judge to weigh bid to block BP merger

By Marcia Parker

CLEVELAND, Ohio — An Ohio judge is expected to hear June 29 the California Public Employees' Retirement System's challenge of a proposed settlement between Standard Oil Co. minority shareholders and British Petroleum Co., which BP officials hope will complete their \$7.7 billion bid for Standard Oil.

Judge Thomas Pokorny of the Court of Common Pleas of Cuyahoga County, Ohio, was scheduled to hold the hearing June 29 to decide whether to approve the settlement of London-based BP's final \$71.50-per-share plus warrants offer for Standard Oil.

The \$37.7 billion California pension fund owns 779,500 shares in Standard Oil and is the only minority shareholder challenging what it calls a "coercive" settlement that is an "attempted freeze-out of the minority share-

holders."

It has also questioned whether BP breached its fiduciary duty to minority shareholders by failing to ask its investment banker, Goldman Sachs & Co., to render an opinion on BP's final offer.

If Judge Pokorny concurs with the objections of the Sacramento, Calif.-based pension fund to the proposed settlement, BP's acquisition of Standard Oil, Cleveland, could be held up indefinitely. Lengthy court action likely would follow.

BP officials had no comment on the California fund's action.

After minority shareholders, including the California pension fund, balked at BP's initial \$70-per-share, all-cash offer in March and filed class-action suits, BP forged a settlement based on the higher, \$71.50-per-share plus warrants offer.

All of the minority shareholders

Continued on page 60

Flat economy will close out the year

By Fred Williams

Economists have all but given up on a recession this year and look for flat economic growth in the second half, after being off the mark in their predictions for gross national product and long-term interest rates during the first half of 1987.

Following the interest-rate run-up in the first half, economists have scaled back their interest rate projections on 30-year Treasury bonds for the second half, and believe inflationary pressures are receding.

In a December survey by *Pensions & Investment Age*, 12 leading economists predicted the interest rate on 30-year Treasury bonds would be between 6% and 7.25% by June. Rates on long-term bonds are at about 8.32% and were more than 9% at one point in June.

Eight of the 12 were surveyed again late this month; they predict long-term bond rates of between 7% and 10.3% by the end of the year.

Many of the economists point to rapid inventory accumulation caused by inflationary pressures and the decline of the dollar on foreign exchange markets as the primary reasons for missing on their last try.

Frank Schott, chief economist at the Equitable Life Assurance Society of the United States, New York, had called for long-term bond rates of 6.9% in June; he's now forecasting 8.5% by the end of the year.

"What went wrong was the interest-rate uplift I expected was a little earlier than I expected. It was partly related to inflation, which was worse than expected, and the dollar weakness, which was much worse than expected," he said.

"The worst mistake was calling for 6.9% on 30-year bonds instead of 8.4%. In order to calm down the investment markets, the Fed had to move toward higher interest rates, and it was more pronounced on the long end."

Like many of his colleagues, Mr. Schott was expecting a rise in interest rates, but "I put most of the rise in the second half. I now think rates will remain stable in the second half. It occurred sooner than expected, but for the year will be a modest increase."

Georges Rocourt, chief economist at Mercantile Safe Deposit and Trust Co., Baltimore, said timing was the chief factor in missing the call on long-term rates. He had called for midyear bond rates to be 6.8%; he's forecasting long-term rates to be 7.5% by 1988.

"It was all timing. I thought we would get a rise in rates and it would be over by May and then start down again. We had a stronger economy and stronger commodity prices, as well as renewed inflationary expectations and a rise in inventory growth... resulting in higher rates (in the first half)," said Mr. Rocourt.

According to Mickey Levy, senior vice president and chief economist at Fidelity Bank in Philadelphia, interest-rate pressures were due in large part to Fed monetary policies in response to inflationary pressures.

"I was looking for another Fed easing, which didn't occur. There was a tightening by the Fed rather than an easing. Inflationary expectations were going up. A steepening of the yield curve reflects inflationary expectations," said Mr. Levy. "Now, rates may come down in the near term but they will be up by year end."

Mr. Levy had anticipated 7% on 30-year bonds by midyear and now looks for 9.25% by year end.

The forecast rates on 90-day Treasury bills for June were closer to reality. Most projected short-term rates of about 5.75% by June. The rates are now about 5.64%. The economists are calling for short-term rates to be between 5% and 7.6% by the end of the year.

GNP growth

The economists also were off when predicting growth in the gross national product for the first half. In December, the range was -3% — from Deborah Johnson, senior economist at Prudential-Bache Securities, New York — and 7.5% — from David Levine, chief economist at Sanford C. Bernstein & Co., New York. Most were forecasting GNP growth of just more than 2%.

Now, those surveyed believe GNP will show a growth rate of about 3.1% when the Commerce Department releases its statistic for the first half.

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Frank Schott
Equitable Life



Georges Rocourt
Mercantile Safe Deposit



Mickey Levy
Fidelity Bank



David Levine
Sanford C. Bernstein

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PBGC terminates 5 LTV fund managers

By Fred Williams

WASHINGTON — The Pension Benefit Guaranty Corp. has terminated five investment management firms it inherited from The LTV Corp. in January when the company terminated four steel unit pension plans, and is starting to fold LTV's assets into its investment management structure.

In another development, the PBGC broadened the contract of consultant Wilshire Associates, Santa Monica, Calif. Wilshire, which has provided some measurement services 1980, now is a full-time consultant in such areas as investment analyses, management advisory services and case-

related investment assistance.

With the assets of Dallas-based LTV, the PBGC terminated, effective June 1, Western Reserve Capital Management Inc., Dallas, a wholly owned subsidiary of LTV. Within a few days, the PBGC terminated equity accounts with Battery March Financial Management, Boston; InterFirst Investment Management Inc., Dallas; MSecurities Corp., Dallas; and MacKay-Shields Financial Corp., New York.

Western Reserve managed about \$300 million of the assets turned over to the PBGC; amounts managed by the other terminated firms were not released.

LTV's remaining managers are Franklin Portfolio Associates Inc., Boston; Delaware Investment Advisers, Philadelphia; Lord, Abbot & Co., New York; Mellon Bank, Pittsburgh; Bankers Trust — Investment Management Group, New York; Scudder, Stevens & Clark, Boston; C B Institutional VI, New York; and Karsten Realty Advisors, Los Angeles.

The PBGC is reviewing the remaining managers, a process expected to take a few months.

"We are taking the time necessary to determine what is in the best interests of the pension fund and make an orderly transition in asset management. We are undertaking an evaluation of the asset management in order to make future decisions," a PBGC official said.

The official said the agency left LTV's structure intact for six months because PBGC staffers needed time to evaluate the disposition of the assets.

"We don't usually immediately liquidate assets (of terminated plans). There is usually an orderly transfer and it is common for companies to continue to be involved, but the time required varies depending on how large the fund is," she said. "LTV was unusual in the sense that the size and underfunded nature of the plans will take more time for us to review how the assets will be managed and for us to make the necessary decisions."

The PBGC assumed responsibility for \$1.3 billion of LTV's approximately \$2 billion in total pension assets. Trusteeship of the assets managed by the 12 external money managers was transferred to PBGC Jan. 13 along with an estimated \$3.6 billion in unfunded liabilities for all LTV steel unit pension plans. The company filed for Chapter 11 of the Federal Bankruptcy Act in July 1986.

The PBGC initiated action to terminate LTV's Republic Steel retirement plan as of Sept. 30, 1986, after concluding the plan no longer could make payments to 3,000 retirees.

Corrections & clarifications

Rowe Price-Fleming International Inc., Baltimore, provided incorrect information for *Pensions & Investment Age's* profiles of the 50 largest international money managers. The firm has \$51.5 billion in total foreign-invested assets under management, and \$37.51 billion in international assets. The firm's directory profile is correct, but the new information was provided too late to be updated in *P&I Age's* directory tables. Rowe Price-Fleming's corrected statistics would raise the firm's ranking among international managers one notch to eighth place.

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The 50 Largest International Managers

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International, global assets at \$51 billion

By Marlene Givant

Global assets under management at the 50 largest international investment management firms nearly doubled in the year ended March 31, with several firms gaining millions in assets from reporting none in *Pensions & Investment Age's* 1986 directory of international investment managers.

Overall, assets in international and global accounts among the 50 largest international managers swelled about 58.7% in the 12 months ended March 31, to \$51.04 billion from \$32.18 billion. From 1985 to 1986, assets grew 105%.

The growth was slower this year mainly because pension executives "clawed cash back in many, many, many cases because they found themselves above international target levels," said Chris Nowakowski, president and founder of InterSec Research Corp., Stamford, Conn.

While global account assets nearly doubled, rising to \$8.76 billion from \$4.49 billion in the year ended March 31, international account assets rose 32.5%, to \$37.05 billion from last year's \$27.95 billion. But these figures reflect global's growth. Last year international assets made up 86.9% of the total assets; this year, only 81%.

International accounts are defined as those not invested in the United States; global accounts invest in any allowable market.

While interest in global investing grew at a faster pace than international, global returns have been lower than international returns. The Morgan Stanley Capital International World index returned 41.1% in the 12 months ended March 31, while the Europe Australia Far East index returned 61.3%.

Of global investments, equity accounts totaled \$6.28 billion; fixed income, \$2.07 billion; and balanced, \$405 million.

One-third of all foreign fixed-income assets were in global accounts, even though overall global investments made up only 19% of total foreign investments; only \$4.73 billion of international accounts were invested in fixed income.

Small firms experienced the greatest percentage growth in assets while Templeton International, Fort Lauderdale, Fla., and J.P. Morgan Investment Management Inc., London, maintained

their No. 1 ranking in global and international, respectively, even though Templeton had a modest gain and J.P. Morgan dropped in assets.

Templeton's global assets rose 35% to \$2.7 billion vs. \$2 billion a year ago, a modest increase compared with the World index's 41.1% return.

Ken Scislaw, Templeton's manager-corporate development, attributed the low growth to the firm's not being invested in Japan for four to five years; that high-performing market represents a majority weighting in global benchmarks.

J.P. Morgan fell to \$3.11 billion from \$3.67 billion because many of its long-time clients cut back on international to return to target asset allocations or to take profits — at least temporarily, a spokeswoman said. Morgan is believed to have been the first money manager to put significant amounts of tax-exempt money into the market.

Other firms among the top 10 on both charts last year didn't fare as well.

Fidelity International Investment Advisors, Boston, slipped to seventh from third place in both the global and international listings, reporting \$300 million in global and \$2 billion in international accounts.

Capital Guardian Trust Co., Los Angeles, fell to eighth place among global managers from second because its assets slipped to \$288 million from \$291 million. John Seiter, senior vice president, said the slip was due to several large clients scaling back to target levels in international accounts and global accounts. The firm also focused less on adding new customers and more on developing existing client relationships, Mr. Seiter said.

In international, its assets rose slightly, given market gains, to \$2.59 billion, ranking it fourth vs. last year's second place finish at \$1.99 billion.

A number of firms that had nothing or very little in international or global accounts last year reported phenomenal gains this year, with those gains pushing some into the top 10.

Warburg Investment Management International Ltd., London, soared to fifth place from 24th among global managers when its assets jumped to \$371 million from \$20 million. Two large and one jumbo public fund accounts

were responsible for the increase, said John Townsend, director.

"There's a bubbling interest in global (equities), but the majority of the business is still toward the EAFE approach," he said.

On the fixed-income side, things are a little different.

"People are still struggling about which is a better approach — international or global," Mr. Townsend said.

"The case for global bonds is often better than the case for global equities because bonds are more dependent on currency and interest rate moves for performance..."

"People go into international equities for diversification; people go into foreign bonds to make money."

BA Investment Management International Ltd., London, also jumped — from zero to \$321 million in global accounts, ranking sixth. The firm got roughly 10 new appointments in the first quarter of 1987 alone.

"Two accounts (totaling \$50 million) originally wanted international; we convinced them to let us manage on a global balanced basis for the time being," said Francois Denney, director and vice president. "It's not an avalanche, but we're seeing a lot of interest in balanced and global. In the next two years, I think most appointments are going to be that way."

Despite recent staff defections and a resulting loss of several clients, global assets of ABD International Management Corp., New York, jumped to \$132 million from zero last year, lifting it to 15th place from 33rd. It has three global accounts, said Alan Fressle, client services representative.

State Street Bank and Trust Co.'s global assets grew to \$158 million in two accounts from zero, jumping into 12th place. Among international account managers, State Street moved into second place, with \$3.09 billion, vs. last year's sixth place finish with \$1.57 billion.

Accounting, in part, for the increase is that for the first time, public funds went international and chose indexing, because "it's a safe way to go," said Larry Martin, vice president and head of the international portfolio department.

Of State Street's \$3.25 billion in combined international and

Equity commitments in 10 major markets

International accounts		Global accounts	
Japan	37.8%	United States	42.8%
United Kingdom	18.5	Japan	19.4
Canada	9.5	United Kingdom	9.6
Spain	8.9	Australia	7.8
France	8.7	West Germany	7.6
Hong Kong	7.8	France	6.3
Singapore/Malaysia	7.7	The Netherlands	5.8
Australia	7.5	Switzerland	4.9
West Germany	7.2	Hong Kong	4.8
The Netherlands	7	Spain	4.3

Managers ranked by tax-exempt assets in international and global accounts

Firm	\$ mils.
State Street Bank and Trust	3,249
J.P. Morgan Investment Management	3,231
Capital Guardian Trust	2,877
Morgan Grenfell Investment Services	2,779
Templeton International	2,700
Fidelity International Investment Advisors	2,300
First Chicago Investment Advisors	2,297
Grantham, Mayo, Van Otterloo	2,246
Rowe Price-Fleming International	1,600
Baring International Investment	1,547
Schroder Capital Management International	1,509
Eaton Vance Management	1,440
Batterymarch Financial Management	1,180
BA Investment Management International	1,109
N.M. Rothschild International Asset Management	1,101
Citicorp Investment Management	965
ABD International Management	838
Warburg Investment Management International	834
Fiduciary Trust Co. International*	813
Nomura Capital Management	800
PCM International	724
G.T. Capital Management	688
Mellon-Pictet International Management	678
Scudder, Stevens & Clark	615
BEA Associates	586
Daiwa International Capital Management	563
Oechsle International Advisors	492
IDS International	474
Arnhold & S. Bleichroeder International	430
American Express Asset Management	397
Alliance Capital Management International	378
Hill Samuel Investment Advisers	332
Kemper-Murray Johnstone International	325
Capital Research & Management	246
Chase Investors Management	321
Brown Brothers Harriman	298
Putnam Cos.	274
Martin Currie	270
B.T. Investment Management	251
Bessemer Trust*	240
Julius Baer Investment Management	239
Capital Management International of Deutsche Bank	231
Kleinwort Benson International Investment	187
Lombard Odier Holdings (UK)	180
Center for	178
Fidelity Management Trust	174
Wellington Management/TDP&L	166
Baillie Gifford Overseas	165
Ivory & Sime International	148
SBC Portfolio Management International	144
Total	45,809

*as of Jan. 1, 1987

Continued on page 50

ABD International Management Corp.10 E. 53rd St., New York, N.Y. 10022;
(212) 319-5020

Total assets managed	\$1,064,000,000
Tax-exempt assets managed:	
Total	\$836,000,000
International/global	\$836,000,000

ABD International Management Corp., a subsidiary of ABD Securities, managed \$706 million in international accounts as of March 31, all in equities.

The assets were committed most heavily to Japan, 45.6%; the United Kingdom, 20.9%; West Germany, 7.5%; Canada, 4.7%; and France, 4.2%.

It managed \$130 million in global accounts as of March 31. The global assets, also all in equities, were committed most heavily to the United States, 42.4%; Japan, 26.4%; the United Kingdom, 11.8%; Germany, 4.4%; and Canada, 2.8%.

The investment approach encompasses selective equity investment in

industries and companies with excellent growth prospects in 17 global markets. Managers use bonds and cash reserves to protect portfolio values during declining equity markets and employ active currency management to improve returns and reduce risk. The investment process views security and currency selections as two separate processes.

Of total assets under management, \$228 million was for non-U.S. pension funds; there were eight U.S. tax-exempt clients.

Minimum account size for individual management is \$15 million.

There was \$101 million in mutual funds as of March 31.

Analysts or portfolio managers are stationed in Frankfurt.

The firm experienced a \$467 million net loss in U.S. institutional tax-exempt business in the year ended March 31 for international and global equity accounts.

It has a non-U.S. hedging capability, and has been registered with the SEC since 1980.

Wilhelm Heischmann is chief investment officer. Armin Grunow, president, is client contact.

Alliance Capital Management International43 Upper Grosvenor St., London,
England W1X9PG;
011-44-1-493-9606

Total assets managed	\$1,346,000,000
Tax-exempt assets managed:	
Total	\$378,000,000
International/global	\$378,000,000

Alliance Capital Management International Inc., a subsidiary of Alliance Capital Management Corp., invested \$355 million in international accounts as of March 31. The international assets, all in equities, were committed most heavily to the Netherlands, 20.7%; Japan, 20.2%; West Germany, 17.2%; the United Kingdom, 8.2%; and Switzerland, 7.4%.

There was \$23 million in global accounts, with \$13 million in equities and \$10 million in fixed income. Global eq-

uity assets were committed most heavily to the United States, 46.6%; West Germany, 17.5%; the Netherlands, 9.8%; the United Kingdom, 8.8%; and Japan, 6.6%.

The firm has an active growth-oriented investment philosophy. Research is applied to the early recognition of fundamental change, leading to the identification of investment opportunity through undervalued markets, currencies, industries and economic sectors.

Of the total assets under management March 31, \$968 million was for non-U.S. pension funds; there were 25 U.S. tax-exempt clients.

Minimum account size for individual management is \$10 million.

There was \$210 million in mutual funds.

Analysts or portfolio managers are stationed in London, New York and Tokyo.

The firm had a \$75 million net gain in U.S. tax-exempt institutional business for international and global accounts in the year ended March 31.

The firm has a non-U.S. hedging capability, and has been registered with the SEC since 1971.

Dave Williams, chief executive officer, is chief investment officer. The client contacts are Clinton J. Kendrick in New York at (212) 969-1030, and Philip Douglas in London.

American Express Asset Management1 Broadgate, London, England EC2M
7HA; 011-44-1-601-0021

Total assets managed	\$2,354,000,000
Tax-exempt assets managed:	
Total	\$397,000,000
International/global	\$397,000,000

American Express Asset Management, whose parent company is Shearson Lehman Brothers, a unit of American Express Co., invested \$315.2 million in international accounts for U.S. tax-exempt clients as of March 31. The assets, all in equities, were committed most heavily to the United Kingdom, 21%; Japan, 17%; Spain/Portugal, 10%; Canada, 10%; and Singapore/Malaysia, 9%.

There was \$81.6 million in global accounts, \$70.6 million in equity accounts and \$11 million in fixed-income accounts. Global equity assets were committed most heavily to the United States, 21%; United Kingdom, 17%; Japan, 11%; Singapore/Malaysia, 10%; and Australia, 8%.

American Express Asset Management is a specialist management firm of non-core portfolios. It takes a thematic approach, identifying global investment themes and then using valuation screens to select attractively valued companies benefiting from those themes.

Of total assets under management, \$50 million was for non-U.S. pension funds; there were nine U.S. institutional tax-exempt clients.

Minimum account size for individual managers is \$15 million.

There was \$133 million in index funds.

Analysts or portfolio managers are stationed in London and Brussels.

The firm reported a \$203 million gain in U.S. tax-exempt institutional business in international and global accounts for the year ended March 31.

The firm has non-U.S. hedging capability, and has been registered with the SEC since 1984.

Karl Van Horn, chairman, is chief investment officer. Susan Leader, director of marketing, is client contact at (212) 415-0802.

BA Investment Management International Ltd.P.O. Box 262, 1 Watling St., London,
England EC4P 4BX;
011-44-1-634-4664

Total assets managed	\$1,808,000,000
Tax-exempt assets managed:	
Total	\$1,110,000,000
International/global	\$1,110,000,000

BA Investment Management International Ltd., whose parent is BA Investment Management Corp., invested \$283.8 million in international equity and \$504.7 million in international fixed-income accounts for U.S. tax-exempt clients as of March 31. The equity assets were committed most heavily to the United Kingdom, 28.3%; Spain, 19.1%; France, 15.1%; the Netherlands, 9.6%; and West Germany, 8.7%.

As of the same date, there was \$8.2 million in global equity and \$313 million in global fixed-income accounts, with the equity assets committed most heavily to the United States, 24.2%; United Kingdom, 23.9%; Spain, 16.1%; France, 13.3%; and West Germany, 8.2%.

The firm follows a three-step process. Objectives and risk/return parameters are mutually agreed upon. It practices active, discretionary management, with a top-down, disciplined team approach. Consensus expectations, reflected in market valuations, are assessed and compared to in-house analysis, with prospective risk/return profiles developed from alternative scenarios. Its global strategy uses common assumptions for fixed and eq-

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uity that are collectively agreed upon and implemented. Sector and market currency decisions are assessed separately.

Of the total assets under management, \$698.3 million was for non-U.S. pension funds; there were 14 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$5 million.

The firm managed \$66 million in commingled accounts for U.S. tax-exempt clients.

Analysts or portfolio managers are stationed in London.

The firm reported a \$318.7 million gain in U.S. institutional tax-exempt business for global and international accounts for the year ended March 31.

The firm has non-U.S. hedging capability, and has been registered with the SEC since 1985.

Keith Brown is the chief investment officer. The client contacts are Joy Harper in London and Francois Denery in New York at (212) 503-7628.

Master trust directory: Sept. 7.

Julius Baer Investment Management Inc.

330 Madison Ave., New York, N.Y., 10017; (212) 949-9055

Total assets managed \$335,000,000
Tax-exempt assets managed:
Total \$239,000,000
International/global \$239,000,000

Julius Baer Investment Management Inc., whose parent company is Bank Julius Baer & Co. Ltd., invested \$41.5 million in international equity accounts and \$164.1 million in international fixed-income accounts for U.S. tax-exempt clients as of March 31. The equity assets were committed most heavily to Japan, 50%; France, 15%; Germany, 10%; the United Kingdom, 10%; Switzerland, 5%; and Holland, 5%.

As of the same date, there was \$33.3 million in global fixed-income accounts.

The firm's investment approach uses active currency allocation and emphasizes investment in strong, stable countries and high-quality securi-

ties. The average maturity is three to seven years.

There were seven U.S. institutional tax-exempt clients; minimum account size for individual management is \$5 million.

Of the U.S. tax-exempt assets invested abroad, \$21 million was in commingled funds.

The firm has analysts or portfolio managers stationed in London and Zurich.

The firm reported a \$95.9 million net gain in U.S. institutional tax-exempt business in global and international accounts for the year ended March 31.

The firm has non-U.S. hedging capability, and has been registered with the SEC since 1983.

Peter Widmer is the chief investment officer. Jay A. Dimberger, managing director, is client contact.

Baillie Gifford Overseas

2 Glenfinlas St., Edinburgh, Scotland EH3 6YY; 011-44-31-225-2581

Total assets managed \$3,028,000,000

Tax-exempt assets managed:
Total \$165,000,000
International/global \$165,000,000

Baillie Gifford Overseas, a subsidiary of Baillie Gifford & Co., managed \$165 million in international accounts for two U.S. institutional tax-exempt clients as of March 31. The assets, all in equities, were committed most heavily to the United Kingdom, 25%; other European countries, 39%; Japan, 25%; and other Asian countries, 11%.

The firm's investment approach seeks growth through fundamentally based asset allocation (top down) and stock selection (bottom up).

Minimum account size for individual management is \$10 million.

Analysts or portfolio managers are stationed in Edinburgh.

The firm reported a \$70 million net gain in U.S. institutional tax-exempt business for international accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1983.

Gavin J.N. Gemmell, chairman, is

chief investment officer. Peter Murray is client contact.

Baring International Investment

9 Bishopsgate, London, England EC2N 3AQ; 011-44-1-623-5264

Total assets managed \$1,600,000,000
Tax-exempt assets managed:
Total \$1,547,000,000
International/global \$1,547,000,000

Baring International Investment, whose parent company is Baring International Investment Management, managed \$1.25 billion in international equity and \$301 million in international fixed-income accounts for U.S. tax-exempt clients as of March 31. The equity assets were committed most heavily to the United Kingdom, 25.8%; Japan, 24%; West Germany, 10.6%; Switzerland, 7.3%; and the Netherlands, 6.2%.

The firm is an active manager, selecting and weighting asset classes and markets from a top-down perspective. Regional specialists pick stocks based on company fundamentals, and managers will hedge to protect asset value.

Of total assets under management, \$50 million was for non-U.S. pension funds; there were 19 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$20 million.

Of the U.S. tax-exempt assets invested abroad, \$50 million was in commingled accounts.

Analysts or portfolio managers are stationed in London, Tokyo, Hong Kong and Seoul.

The firm experienced a \$151 million gain in U.S. institutional tax-exempt business in international accounts for the year ended March 31.

The firm has a non-U.S. hedging capability, and has been registered with the SEC since 1980.

Peter S. Hartley, managing director, is chief investment officer. John F. McNamara is client contact.

Batterymarch Financial Management

600 Atlantic Ave., Boston, Mass., 02210; (617) 973-9300

Total assets managed \$10,369,000,000
Tax-exempt assets managed:
Total \$9,943,000,000
International/global \$1,180,000,000

Batterymarch Financial Management invested \$1.15 billion in international equity accounts for U.S. tax-exempt clients as of March 31. The assets were committed most heavily in Japan, 22%; the United Kingdom, 12%; Australia, 14%; Canada, 15%; and Hong Kong, 8%.

As of the same date, there was \$31 million in global equity accounts. The assets were committed most heavily in the United States 78%; Japan, 6%; United Kingdom, 3%; Australia, 3%; and Canada, 2%.

The overall investment philosophy is to manage portfolios actively on the basis of conservation, value-oriented and contrary opinion strategies in an attempt to exploit market inefficiencies. The management process is highly automated. The active management equity philosophy is to search for values in the form of capital gains or divided yields that exist in the sectors of the market perceived to be undervalued.

Of total assets under management, \$40 million was for non-U.S. pension funds; there were 107 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt assets invested abroad, \$721 million was in mutual funds.

Analysts or portfolio managers are stationed in Boston.

The firm has been registered with the SEC since 1969.

Dean LaBaron, trustee, is chief investment officer. James R. Ullman is client contact.

The treasury management directory will appear Aug. 10.



WHAT DOES THIS BEAR HAVE IN COMMON WITH A BULL?

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JBIM

JULIUS BAER INVESTMENT MANAGEMENT INC.

International

Managers ranked by tax-exempt assets
in international accounts

Firm	\$ mils.
J.P. Morgan Investment Management	3,106
State Street Bank and Trust	3,091
Morgan Grenfell Investment Services	2,730
Capital Guardian Trust	2,589
Grantham, Mayo, Van Otterloo	2,246
First Chicago Investment Advisors	2,223
Fidelity International Investment Advisors	2,000
Baring International Investment	1,547
Rowe Price-Fleming International	1,400
Schroder Capital Management International	1,370
Bathymarch Financial Management	1,149
N.M. Rothschild International Asset Management	1,009
Citicorp Investment Management	922
Nomura Capital Management	800
BA Investment Management International	788
ABD International Management	706
Mellon-Pictet International Management	678
G.T. Capital Management	665
Scudder, Stevens & Clark	608
Dalwa International Capital Management	563
PCM International	548
Oechsle International Advisors	492
Warburg Investment Management International	463
Arnhold & S. Bleichroeder International	430
IDS International	403
Alliance Capital Management International	355
Kemper-Murray Johnstone International	325
Chase Investors Management	321
American Express Asset Management	315
Brown Brothers Harriman	298
Hill Samuel Investment Advisers	283
Puinar Cos.	274
B.T. Investment Management	241
Bessemer Trust*	240
Capital Management International of Deutsche Bank	228
Julius Baer Investment Management	206
Kleinwort Benson International Investment	187
Center Trust	178
Fidelity Management Trust	174
Wellington Management/TDP&L	166
Baillie Gifford Overseas	165
Martin Currie	145
Ivory & Sime International	139
SBC Portfolio Management International	131
Fiduciary Trust Co. International*	113
Lombard Odier Holdings (UK)	37
BEA Associates	0
Capital Research & Management	0
Eaton Vance Management	0
Templeton International	0
Total	37,047

*as of Jan. 1, 1987

BEA Associates

153 E. 53rd St., New York, N.Y.
10022; (212) 832-2626

Total assets managed \$6,496,900,000
Tax-exempt assets managed:
Total \$6,106,000,000
International/global \$586,000,000

BEA Associates managed \$586 million in global equity accounts for U.S. tax-exempt clients as of March 31. The assets were committed most heavily to the United States, 70%; Japan, 6%; Spain, 5%; the United Kingdom, 5%; and Mexico, 4%.

Managers buy stocks that are undervalued based on the firm's disagreement with the market consensus.

Minimum account size for individual management is \$5 million.

Analysts or portfolio managers are stationed in New York.

The firm experienced a net loss of \$2.7 million in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has been registered with the SEC since 1940.

Albert Zesiger, president, is chief investment officer and client contact.

Bessemer Trust Co.

630 Fifth Ave., New York, N.Y., 10111;
(212) 708-9100

Total assets managed \$5,100,000,000
Tax-exempt assets managed:
Total \$661,000,000
International/global \$240,000,000

Bessemer Trust Co., a subsidiary of the Bessemer Group, managed \$240 million in U.S. institutional tax-exempt assets in international equity accounts as of Dec. 31. The assets were committed most heavily to Japan, 32.3%; the United Kingdom, 16.6%; Spain, 8.2%; Hong Kong, 7.4%; and France, 6.2%.

The investment approach has a top-down orientation with the focus on macroeconomic analysis, control of currency exposure and analysis of emerging economies, technologies and companies. Active management of sectors and geographic commitments are the principal focus.

Of the total assets managed, \$95 million was for non-U.S. pension funds; there were 68 U.S. tax-exempt clients.

Minimum account size for individual management is \$5 million.

Of the U.S. tax-exempt assets invested abroad, \$33 million was in mutual funds.

Analysts or portfolio managers are stationed in London.

The firm has non-U.S. currency

hedging capability.

John R. Whitmore is chief investment officer. Robert C. Elliott is client contact.

Arnhold and S. Bleichroeder
International45 Broadway, New York, N.Y. 10006;
(212) 943-9200

Total assets managed \$510,000,000
Tax-exempt assets managed:
Total \$430,000,000
International/global \$430,000,000

Arnhold and S. Bleichroeder International, whose parent is Arnhold and S. Bleichroeder Inc., managed \$430 million in international equity accounts for 10 U.S. tax-exempt clients as of March 31. The assets were committed most heavily to the United Kingdom, 24%; Hong Kong, 17%; Australia, 13%; West Germany, 9%; and Switzerland, 7%.

The firm's investment approach focuses on the selection of securities, not countries. Managers evaluate the fundamental criteria of a company, and compare absolute and relative p/e and price cash flow. It targets a 50% rate of return for each selected stock over a 12-month to 24-month time horizon.

Of the U.S. tax-exempt assets invested abroad, \$80 million was in mutual funds and \$80 million in commingled accounts.

Analysts or portfolio managers are stationed in New York.

The firm reported a \$200 million net gain in U.S. institutional tax-exempt business for international accounts for the year ended March 31.

The firm has a non-U.S. hedging capability, and has been registered with the SEC since 1950.

Howard B. Moss, senior portfolio manager, is the chief investment officer. Fred Reynolds is the client contact.

Brown Brothers Harriman

59 Wall St., New York, N.Y., 10005;
(212) 483-1818

Total assets managed \$11,700,000,000
Tax-exempt assets managed:
Total \$5,900,000,000
International/global \$298,000,000

Brown Brothers Harriman & Co. managed \$293 million in international equity and \$5 million in international fixed-income accounts for U.S. tax-exempt clients as of March 31. The equity assets were committed most heavily to Japan, 35%; the United Kingdom, 14%; West Germany, 11%; Hong Kong/Singapore, 7%; and Switzerland, 7%.

7%.

The firm's investment approach is to invest in countries whose growth rates will exceed that of the United States and whose policies are pro-investment. It seeks marketability, hedges currency risk when appropriate and manages reserves aggressively.

Of the total assets under management, \$51 million is for non-U.S. pension funds; there were 323 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$5 million.

Analysts or portfolio managers are stationed in New York, London, Paris, Zurich and Tokyo.

The firm reported a \$37 million net gain in U.S. institutional tax-exempt business in the year ended March 31 for international accounts.

The firm has non-U.S. hedging capability.

Elbridge T. Gerry Jr. is chief investment officer. Frank J. Keeler, marketing director, is client contact.

B.T. Investment
Management Ltd.280 Park Ave., Suite 600, New York,
N.Y. 10015; (212) 850-2082

Total assets managed \$4,036,000,000
Tax-exempt assets managed:
Total \$251,000,000
International/global \$251,000,000

B.T. Investment Management Ltd., a subsidiary of Bankers Trust Co., managed \$241 million in international equity accounts for U.S. tax-exempt institutional clients as of March 31. The assets were committed most heavily to Japan, 38.3%; the United Kingdom, 24%; France, 9.2%; Australia, 5.6%; and West Germany, 5.2%.

It also managed \$10 million in global fixed-income accounts.

The firm offers active and passive management. Active equity and fixed-income management is implemented through a top-down approach to determine country, currency and asset allocations. Managers forecast and assess macroeconomic data from external and internal resources.

The passive management technique is an optimization approach using stratified sampling and low-cost trading practices.

Minimum account size for individual management is \$10 million.

There was \$116 million in commingled accounts for U.S. institutional tax-exempt clients and \$125 million in index funds.

Analysts or portfolio managers are stationed in London, Tokyo, Zurich, New York and Sydney.

The firm experienced a net gain of \$60 million in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability and has been registered with the SEC since 1982.

H. Kent Atkins is chief investment officer. Lynne S. Minard is client contact.

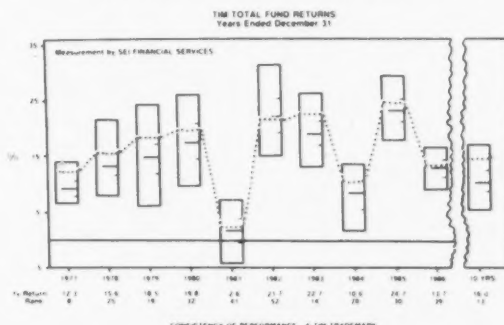
Capital Management
International of Deutsche
Bank9 W. 57th St., New York, N.Y., 10019;
(212) 832-1630

Total assets managed \$2,200,000,000
Tax-exempt assets managed:
Total \$228,000,000
International/global \$228,000,000

Capital Management International of Deutsche Bank, whose parent company is Deutsche Bank A.G., managed \$225 million in international equity accounts for U.S. tax-exempt clients as of March 31. The assets were committed most heavily to France, 13%; the United Kingdom, 18%; West Germany, 11%; Japan, 12%; and Australia, 6%.

As of the same date, it managed \$3 million in global equity accounts, with the assets committed most heavily to the United States, 25%; the United Kingdom, 10%; France, 11%; West Germany, 8%; and Switzerland, 7%.

The investment approach is top-down and value-oriented, seeking only blue-chip stocks with sustained earnings growth. The process is investment committee driven, using Deutsche

Toronto Investment Management
Investment Counsellors

For information call: Tania Murenko (416) 865-0731

26 Wellington Street East
Suite 900, Toronto,
Ontario M5E 1S2
(416) 865-0731
Bill Smith

Affiliated with
Montreal Investment
Management
Montreal, Quebec
(514) 286-4500
Jean-Louis Desaulniers

Vanbrit Investment
Management
Vancouver,
British Columbia
(604) 687-1393
Larry Avant

European & Pacific
Investment Management
Vancouver,
British Columbia
(604) 687-7306
Brien Gillespie

Divisions of AMI Asset Management International Inc. with \$6.0 billion in assets under management

Bank and external input globally.

Of total assets under management, \$27 million is for non-U.S. pension funds; there were two U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million for direct accounts and \$2 million for commingled accounts.

Analysts and portfolio managers are stationed in Frankfurt, London, New York, Tokyo and Sydney.

The firm has non-U.S. hedging capabilities, and has been registered with the SEC since 1983.

Rudolf Heinz is chief investment officer. Michael Tintelnot and Philip Moffat are client contacts.

Capital Guardian Trust Co.

333 S. Hope St., Los Angeles, Calif.
90071; (213) 486-9200

Total assets managed \$16,300,000,000
Tax-exempt assets managed:
Total \$16,207,000,000
International/global \$2,877,000,000

Capital Guardian Trust Co., a subsidiary of Capital Group Inc., managed \$2.59 billion in international accounts for U.S. institutional tax-exempt clients as of March 31; \$2.52 billion in equity accounts and \$66 million in fixed-income accounts. The equity assets were committed most heavily to Japan, 26%; West Germany, 14%; the United Kingdom, 9%; Australia, 8%; and Hong Kong, 5%.

As of the same date, it managed \$288 million in global equity accounts, with the assets committed most heavily to the United States, 41%; Japan, 15%; West Germany, 11%; the United Kingdom, 10%; and Switzerland, 4%.

The investment philosophy uses a fundamental value-oriented approach based on thorough, detailed research supported by direct management contacts. An additional focus is provided by portfolio managers and analysts with country or area economic, political and social overview responsibilities.

Of the total assets under management, \$93 million was for non-U.S. pension funds; there are 107 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million.

There was \$612 million in U.S. tax-exempt assets invested abroad in commingled accounts.

Analysts or portfolio managers are stationed in Los Angeles, San Francisco, New York, Washington, Geneva, London, Tokyo and Hong Kong.

The firm had a net gain of \$1 million in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has non-U.S. currency hedging capability.

Robert Ronus, senior vice president, is chief investment officer. John H. Seiter, senior vice president, is client contact.

Capital Research & Management Co.

333 S. Hope St., Los Angeles, Calif.
90071; (213) 486-9200

Total assets managed \$17,000,000,000
Tax-exempt assets managed:
Total \$5,700,000,000
International/global \$322,000,000

Capital Research & Management Co., a subsidiary of Capital Group Inc., managed \$76 million in international accounts for U.S. institutional tax-exempt clients as of March 31. The equity assets were committed most heavily to Germany, 16%; Japan, 16.3%; the United Kingdom, 13.9%; Hong Kong, 7.4%; and Australia, 6.1%.

As of the same date, there was \$246 million in global equity accounts, with the assets committed most heavily to the United States, 36.4%; West Germany, 14.5%; Japan, 9.6%; Australia, 7.6%; and Hong Kong, 5%.

Capital Research uses a fundamental value-oriented approach based on thorough, detailed research supported by direct management contacts. An additional focus is provided by portfolio managers and analysts with country or area economic, political and social overview responsibilities.

All U.S. institutional tax-exempt

assets invested abroad were in mutual funds.

Analysts or portfolio managers are stationed in Los Angeles, San Francisco, New York, Washington, Geneva, London, Hong Kong and Tokyo.

The firm has non-U.S. currency hedging capability, and has been registered with the SEC since 1970.

Ben Shattuck, senior vice president-institutional investment services division, American Funds Distributors Inc., is client contact.

Centerre Trust Co. of St. Louis

510 Locust St., St. Louis, Mo. 63101;
(314) 436-9265

Total assets managed \$10,900,000,000
Tax-exempt assets managed:
Total \$4,789,000,000
International/global \$178,000,000

Centerre Trust Co. of St. Louis, a subsidiary of Centerre Bancorporation, managed \$178 million in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The

assets were committed most heavily to Japan, 41%; the United Kingdom, 18%; West Germany, 8%; France, 6%; and the Netherlands, 3%.

All the assets were in Centerre's commingled international equity fund. The fund, which is actively managed, invests primarily in the 12 largest markets outside the United States. Stocks are chosen using a value-oriented approach and emphasize country weightings. Currency evaluation and projections also are important factors in the process. Morgan Grenfell Investment Services, London, serves as investment adviser.

Centerre has 176 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$1 million.

Analysts or portfolio managers are stationed in St. Louis and London.

The firm realized a \$37 million net gain in U.S. institutional tax-exempt business for international accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability.

James McGuire, senior vice president, is chief investment officer. Richard W. Hibbs, vice president, is client contact.

Chase Investors Management Corp.

1211 Ave. of the Americas, 37th Floor,
New York, N.Y.; (212) 730-3746

Total assets managed \$18,400,000,000
Tax-exempt assets managed:
Total \$16,500,000,000
International/global \$321,000,000

Chase Investors Management Corp., whose parent is Chase Manhattan Bank, managed \$300 million in international equity and \$21 million in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31. The equity assets were committed most heavily to Japan, 41%; the United Kingdom, 20%; France, 8%; the Netherlands, 5%; and Switzerland, 4%.

The investment approach is top-down/bottom-up, emphasizing individual markets and stock selection using

fundamental economic analysis.

The firm has 225 U.S. tax-exempt institutional clients; minimum account size for individual management is \$10 million.

All of the U.S. tax-exempt assets invested abroad were in commingled accounts; \$25 million was in index funds.

Analysts or portfolio managers are stationed in New York and London.

The firm experienced a \$7.5 million net gain in U.S. institutional tax-exempt business for international fixed-income accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1972.

Stephen E. Canter is chief investment officer. Mary Ellen Weissinger is client contact.

Citicorp Investment Management

153 E. 53rd St., New York, N.Y.,
10043; (212) 559-2872; and Hudson
House 2-10 Tavistock St., London,
England WC2E 7PE;
011-44-1-438-1153



International

Total assets managed	\$31,300,000,000
Tax-exempt assets managed	
Total	\$16,790,000,000
International/global	\$965,000,000

Citicorp Investment Management, whose parent company is Citicorp, managed \$481.2 million in international equity and \$441 million in international fixed-income accounts as of March 31. The equity assets were committed most heavily to Japan, 41%; the United Kingdom, 16%; France, 8%; Hong Kong, 6%; and West Germany, 2%.

As of the same date, there was \$15 million in global equity and \$28 million in global fixed-income accounts. Equity assets were committed most heavily to the United States, 30%; Japan, 28%; United Kingdom, 11%; France, 6%; and Hong Kong, 4%.

Citicorp Investment Management employs an approach of active management of potential sources of return — country allocation, securities selection, currency management — with emphasis on top-down analysis and special attention to maximizing diversi-

fication benefits.

There were 404 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt assets invested abroad, \$241.6 million were in commingled accounts.

Analysts or portfolio managers are located in London, Tokyo, Hong Kong, New York, Houston, San Francisco, Chicago and Sydney.

The firm reported a \$110 million net gain in U.S. tax-exempt institutional business for the year ended March 31 for international and global equity accounts.

The firm has non-U.S. hedging capacity, and has been registered with the SEC since 1972.

Robert G. Wade Jr. is chief investment officer. The client contacts are B. Hunt Whitbeck Jr., vice president, in New York, and Bob Troxler, vice president, in London.

Real estate advisers: Sept. 21.

Martin Currie Ltd. & Subsidiaries

29 Charlotte Square, Edinburgh, Scotland EH2 4HA; 011-44-31-225-3811

Total assets managed	\$3,350,000,000
Tax-exempt assets managed	
Total	\$270,000,000
International/global	\$270,000,000

Martin Currie Ltd. & Subsidiaries, whose parent company is Martin Currie Ltd., managed \$145 million in international equity accounts and \$125 million in global equity accounts for four U.S. institutional tax-exempt clients as of March 31.

The international equity assets were committed most heavily to Japan, 46%; the United Kingdom, 23%; Canada, 6%; West Germany, 8%; and the Netherlands, 3%.

The global equity assets were committed most heavily to the United States, 38%; Japan, 29%; the United Kingdom, 17%; West Germany, 6%; and Hong Kong, 3%.

The investment approach is in two stages. The first is market selection, using various screens, particularly a currency screen. The second is stock selection, using qualitative and quantitative screens. The two major markets, Japan and the United Kingdom, always are included in portfolios.

Of the total assets under management, \$1.34 billion is for non-U.S. pension funds.

Minimum account size for individual management is \$10 million.

Analysts or portfolio managers are stationed in Edinburgh.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1978.

Michael Kennedy, president of Martin Currie Inc., is chief investment officer and client contact.

Daiwa International Capital Management Corp.

200 Liberty St., 26th Floor, New York, N.Y. 10281; (212) 945-0099

Total assets managed	\$13,730,000,000
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Tax-exempt assets managed	
Total	\$563,000,000
International/global	\$563,000,000

Daiwa International Capital Management Corp., a subsidiary of Daiwa International Capital Management Co. Ltd., managed \$563 million in international equity accounts for eight U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 84%; Hong Kong, 3.9%; West Germany, 3.2%; Switzerland, 2.3%; and France, 1.8%.

The investment approach emphasizes high-growth sectors that benefit from changes in the industrial structure and from technological innovation. The focus is on those companies that will lead growth in the economy as well as those that will be able to sustain high earnings growth through management efficiency.

Of the total assets under management, \$12.7 billion is for non-U.S. pension funds.

Minimum account size for individual management is \$5 million.

Of the U.S. institutional tax-exempt asset invested abroad, \$40 million was in commingled accounts.

Analysts or portfolio managers are stationed in Tokyo, London and New York.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1981.

Keisuke Oshima, senior managing director, is chief investment officer. Robert Russell is client contact at (212) 341-5405.

Eaton Vance Management

24 Federal St., Boston, Mass., 02110; (617) 482-8260

Total assets managed	\$6,500,000,000
Tax-exempt assets managed	
Total	\$1,440,000,000
International/global	\$1,440,000,000

Eaton Vance Management, a subsidiary of Eaton Vance Corp., managed \$662 million in global equity and \$778 million in global fixed-income accounts for 110 U.S. institutional tax-exempt clients as of March 31.

The equity assets were committed most heavily to the United States, 88%; Great Britain, 4%; the Netherlands, 2%; Canada, 2%; and Italy, 2%.

The firm favors equities of companies affording significant appreciation potential based on unrecognized change, reasonableness of value, accelerating earnings growth, availability of stock and timeliness of purchase.

Minimum account size for individual management is \$1 million.

Analysts or portfolio managers are stationed in Boston and San Francisco.

The firm has been registered with the SEC since 1940.

James B. Hawkes is chief investment officer. John H. Wise Jr. is client contact.

Fidelity International Investment Advisors Ltd.

111 Devonshire St., Boston, Mass., 02109; (617) 292-7090

Total assets managed	\$3,100,000,000
Tax-exempt assets managed	
Total	\$2,300,000,000
International/global	\$2,300,000,000

Fidelity International Investment Advisors Ltd., a subsidiary of Fidelity International Ltd., managed \$2 billion in international equity accounts and \$300 million in global equity accounts for 19 U.S. institutional tax-exempt clients as of March 31.

The international assets were committed most heavily Japan, 45%; the United Kingdom, 20%; France, 7%; Spain, 7%; and Canada, 5%.

The global assets were committed most heavily to the United States, 43%; Japan, 28%; the United Kingdom, 10%; Spain, 4%; and France, 4%.

The investment approach begins with geographic and asset allocations, which are decided by the international investment policy group. Once assets are allocated to countries, stock selection is made by investment managers at the local level.

Of the total assets managed, \$725

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International

million for non-U.S. pension funds

The minimum account size for individual managed is \$20 million.

Of the U.S. tax-exempt assets invested abroad, \$175 million was in commingled accounts.

Analysts or portfolio managers are stationed in Boston, London, Tokyo, Hong Kong, Taipei and Bermuda.

The firm experienced a net loss of \$230 million in U.S. tax-exempt institutional business in the year ended March 31 for international and global accounts.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1977.

James Tonner is chief investment officer. William B. Fink is client contact.

Fidelity Management Trust

82 Devonshire, Boston, Mass., 02109;
(617) 570-6982

Total assets managed.....\$6,600,000,000
Tax-exempt assets managed:
Total.....\$174,000,000
International/global.....\$174,000,000

Fidelity Management Trust Co., a subsidiary of FMR Corp., managed \$174 million in international equity accounts for five U.S. institutional tax-exempt clients as of March 31.

The assets were committed most heavily to Japan, 63%; France, 11%; the United Kingdom, 8%; Spain, 3.6%; and the Netherlands, 2.8%.

The investment approach is bottom-up, with research-intensive, fundamental analysis used to identify candidates for investment.

All of the U.S. institutional tax-exempt assets invested abroad were in commingled accounts.

Analysts or portfolio managers are stationed in Boston, London and Tokyo.

The firm has a non-U.S. hedging capability.

George Noble, vice president, is chief investment officer. Robert L. Reynolds, senior vice president, is client contact.

Fiduciary Trust Co. International

2 World Trade Center, New York, N.Y. 10048; (212) 466-4100

Total assets managed.....\$8,385,000,000
Tax-exempt assets managed:
Total.....\$5,817,000,000
International/global.....\$813,000,000

Fiduciary Trust Co. International invested \$113 million in international equity accounts for U.S. institutional tax-exempt clients as of Jan. 1.

The assets were committed most heavily to Japan, 31%; the United Kingdom, 10%; France, 9%; the Netherlands, 8%; and Hong Kong, 6%.

As of the same date, there was \$700 million in global accounts; \$302.3 million in fixed-income and \$397.4 million in balanced accounts. The equity assets of the global accounts were committed most heavily to the United States, 38%; Japan, 20%; West Germany, 7%; the Netherlands, 5%; and the United Kingdom, 5%.

The investment approach emphasizes stock selection within a macroeconomic framework. The active management style produces concentrated portfolios both in stocks and markets. Country allocations vary from EAFE weightings according to the firm's market assessments.

Currency and market diversification are used to reduce risk. Long-term hedging may be used.

The firm has 174 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt assets invested abroad, \$10 million was in commingled accounts and \$104 million in mutual funds.

Analysts or portfolio managers are stationed in New York, London, Geneva and Los Angeles.

The firm has non-U.S. hedging capability.

Richard King, senior vice president, is chief investment officer. George J. Mullen and Belinda Gibbs are client contacts.

First Chicago Investment Advisors

3 First National Plaza, Chicago, Ill. 60670; (312) 732-6474

Total assets managed.....\$9,600,000,000
Tax-exempt assets managed:
Total.....\$9,600,000,000
International/global.....\$2,297,000,000

First Chicago Investment Advisors, a subsidiary of First Chicago Corp., managed \$581 million in international equity accounts and \$1.64 billion in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31.

The equity assets of those accounts were committed most heavily to Japan, 42.8%; the United Kingdom, 16.7%; West Germany, 7.2%; Belgium, 4.8%; and Australia, 4.7%.

As of the same date, the firm managed \$74 million in global fixed-income accounts for U.S. tax-exempt clients.

First Chicago is an active manager of core international equity and fixed-income portfolios, using internally developed valuation models, risk systems and other quantitative techniques in a structured decision process. The equity approach is value-oriented and identifies mispriced markets and securities. Fixed income is treated as a separate asset class, with interest rate and currency forecasts integrated into strategic forecasts.

Of the total assets managed, \$7 million was for non-U.S. pension funds. There were 73 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$547 million was in commingled accounts.

Analysts or portfolio managers are stationed in Chicago and London; by year end, the firm plans to have an analyst stationed in Tokyo.

The firm reported a net gain of \$419 million in U.S. institutional tax-exempt business in international and global accounts for the year ended March 31.

The firm has a non-U.S. currency hedging capability.

Gary P. Brinson is president and chief investment officer. Richard C. Carr, managing director, is client contact.

Grantham, Mayo, Van Otterloo

125 High St., Boston, Mass., 02110;
(617) 574-4817

Total assets managed.....\$2,246,000,000
Tax-exempt assets managed:
Total.....\$2,246,000,000
International/global.....\$2,246,000,000

Grantham, Mayo, Van Otterloo managed \$2.25 billion in international equity accounts for 28 U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to the United Kingdom, 27%; Japan, 15%; West Germany, 11%; the Netherlands, 8%; and France, 6%.

The firm's International Quantitative Equities Pool has been designed to enable institutional investors to achieve very large, low-beta foreign equity exposure. It provides diversification and liquidity on a highly quantitative basis.

Of the U.S. tax-exempt institutional assets invested abroad, \$2.13 billion was in commingled accounts and \$4.5 million in mutual funds.

Analysts or portfolio managers are stationed in Boston.

The firm experienced a net loss of \$35 million in U.S. tax-exempt institutional business in the year ended March 31.

The firm has a non-U.S. currency hedging capability and has been registered with the SEC since 1977.

Eyk Van Otterloo, principal, is chief investment officer and client contact.

G.T. Capital Management

601 Montgomery St., Suite 1400, San Francisco, Calif., 94111; (415) 392-6181

Total assets managed.....\$1,200,000,000
Tax-exempt assets managed:
Total.....\$688,000,000
International/global.....\$688,000,000

G.T. Capital Management Inc., whose parent is GT Management PLC, managed \$665 million in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The equity assets were committed most heavily to Japan, 27%; the United Kingdom, 18%; West Germany, 10%; Canada, 9%; and France, 8%.

As of the same date, there was \$23 million in global equity accounts, most heavily committed to the United States, 52%; the United Kingdom, 10%; Japan, 9%; France, 5%; and Switzerland, 4%.

The firm takes a global approach to identifying investment opportunities. Accordingly, managers put considerable effort into early identification of major international trends. They then look for the most appropriate countries and companies through which to exploit such trends and themes. The search is for growth companies with undiscounted earnings acceleration.

Of the total under management, \$80 million is for non-U.S. pension funds. It has 11 U.S. tax-exempt institutional clients.

Minimum account size for separate management is \$15 million.

Of the U.S. tax-exempt assets invested abroad, \$8 million was in commingled accounts and \$95 million in mutual funds.

Analysts or portfolio managers are stationed in Hong Kong, London, San Francisco, Tokyo and Sydney.

The firm reported a \$375 million net loss in U.S. institutional tax-exempt business for international and global equity accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1974.

Robert J. Boyd, joint managing director, is chief investment officer. Mary Lou Bernhoff, vice president-marketing and client services, is client contact.

Hill Samuel Investment Advisers

1100 Dain Tower, Minneapolis, Minn. 55402; (612) 371-2939

Total assets managed.....\$347,000,000
Tax-exempt assets managed:
Total.....\$333,000,000
International/global.....\$333,000,000

Hill Samuel Investment Advisers, a subsidiary of Hill Samuel Group PLC, managed \$260 million in international equity and \$23 million in international fixed-income accounts for U.S. tax-exempt institutional clients as of March 31.

The equity assets were committed

most heavily to Japan, 26.5%; the United Kingdom, 27.5%; West Germany, 11.8%; Hong Kong, 9%; and the Netherlands, 11.3%.

As of the same date, there was \$49 million in global fixed-income accounts.

The firm takes a quantitative approach to value investing, using a consistent appraisal in evaluating all world markets, securities and currencies.

Of the total under management, \$14 million was for non-U.S. pension funds; there were seven U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$128 million was in commingled accounts.

Analysts or portfolio managers are stationed in London.

The firm has non-U.S. currency hedging capability, and has been registered with the SEC since 1983.

David Tilles is chief investment officer. I.P. "Kip" Knelman, director and executive vice president, is client contact.

IDS International Inc.

IDS Tower 10, Minneapolis, Minn. 55440; (612) 372-1335

Total assets managed.....\$1,030,000,000
Tax-exempt assets managed:
Total.....\$474,000,000
International/global.....\$474,000,000

IDS International Inc., a subsidiary of IDS, a unit of American Express Co., managed \$403 million in international equity and \$71 million in global equity accounts as of March 31 for 15 U.S. tax-exempt institutional clients.

The international account assets were committed most heavily to Japan, 46%; Australia, 11%; Hong Kong, 9%; the United Kingdom, 7%; and the Netherlands, 5%.

The global account assets were committed most heavily to the United States, 32%; Japan, 23%; Australia, 9%; Hong Kong, 6%; and France, 5%.

The firm takes a top-down, bottom-up approach. Based on a macroeconomic, geopolitical overview, assets are allocated among stocks, bonds and cash; currency views are taken; and countries are distributed into economic categories and weighted. Stocks are selected based on fundamental analysis.

Of the total assets under management, \$237 million was for non-U.S. pension funds.

Minimum account size for individual management is \$15 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$67 million was in commingled accounts.

Analysts or portfolio managers are stationed in Minneapolis and London.

The firm experienced a \$15 million net gain in U.S. institutional tax-exempt business for international and global equity accounts.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1981.

Peter A. Lamaison is chief investment officer. Diane K. Vener, vice president, is client contact.

Ivory & Sime International

39 Main St., Chatham, N.J. 07928;
(201) 635-6700

Total assets managed.....\$217,000,000
Tax-exempt assets managed:
Total.....\$148,000,000
International/global.....\$148,000,000

Ivory & Sime International managed \$139 million in international equity and \$9 million in global equity accounts for U.S. institutional tax-exempt clients as of March 31.

The international assets were committed most heavily to Japan, 42%; the United Kingdom, 20%; Europe, 18%; and the Pacific Basin, 12%.

The global assets were committed most heavily to the United States, 40%; Japan, 28%; Europe, 17%; the United Kingdom, 8%; and the Pacific Basin, 7%.

The firm takes a long-term, fundamental, research-based approach with primary emphasis on stock selection and identifying superior companies in a

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International

global context.

Of the total assets under management, \$50 million was for non-U.S. pension funds.

Minimum account size for individual management is \$5 million.

Analysts or portfolio managers are stationed in Edinburgh.

The firm reported a net gain of \$60 million in U.S. institutional tax-exempt business in international and global equity accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1978.

Pascal deSalabery, director, is chief investment officer. Keith Wood, president, is client contact.

Kemper-Murray Johnstone International

120 S. LaSalle St., Chicago, Ill. 60603;
(312) 845-1880

Total assets managed\$546,000,000
Tax-exempt assets managed:
Total\$325,000,000
International/global\$325,000,000

Kemper-Murray Johnstone International, a subsidiary of Kemper Financial Services and Murray Johnstone, managed \$114 million in international equity and \$211 million in international fixed-income accounts for 27 U.S. institutional tax-exempt clients as of March 31.

The equity assets were committed most heavily to Japan, 29.9%; Hong Kong, 11.9%; the United Kingdom, 11.3%; West Germany, 11.1%; and France, 8.8%.

The investment objective is to provide actively managed, diversified international portfolios that provide real returns (vs. CPI) and superior returns (vs. EAFE) over a market cycle. Managers strive to optimize portfolio weightings in Japan, the United Kingdom and core Europe, emphasizing peripheral markets as opportunities arise.

Minimum account size for individual management is \$5 million.

Of the U.S. tax-exempt institutional assets invested overseas, \$221 million was in mutual funds.

Analysts or portfolio managers are stationed in Glasgow.

The firm has a non-U.S. currency

hedging capability, and has been registered with the SEC since 1980.

Michael Parlett is chief investment officer. Sue Mullin, at (312) 845-1934, is client contact.

Kleinwort Benson International Investment

200 Park Ave., New York, N.Y. 10166;
(212) 972-9315

Total assets managed\$314,000,000
Tax-exempt assets managed:
Total\$187,000,000
International/global\$187,000,000

Kleinwort Benson International Investment Ltd., a subsidiary of Kleinwort Benson Lonsdale PLC, managed \$187 million in international equity accounts for seven U.S. institutional tax-exempt clients as of March 31.

The assets were committed most heavily to Japan, 32%; the United Kingdom, 20%; France, 11%; Switzerland, 5.5%; and Australia, 4.5%.

The investment approach has two aspects. In equity investments, stock selection is emphasized. In fixed income, investments are selected on a strictly top-down basis with major importance attached to the macroeconomic analysis and their forecasts on interest rate and currency movements.

There is a minimum fee of \$40,000 a year.

Of the U.S. tax-exempt institutional assets invested abroad, \$135 million was in mutual funds.

Analysts or portfolio managers are stationed in London, New York, Brussels, Geneva, the Channel Islands, Hong Kong, Tokyo and Melbourne.

The firm reported a net loss of \$58 million in U.S. institutional tax-exempt business for international accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1980.

John F.H. Trott is chief investment officer. Julie M. Cochran and Kim P. Hedbawny are client contacts.

Lombard Odier Holdings (UK) Ltd.

Norfolk House, 13 Southampton
Place, London, England WC1A 2AJ;
011-44-1-831-2350

Total assets managed\$2,537,000,000

Tax-exempt assets managed:
Total\$181,000,000
International/global\$181,000,000

Lombard Odier Holdings (UK) Ltd., a subsidiary of Lombard Odier & Cie, Geneva, managed \$37 million in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 50.8%; the United Kingdom, 12%; France, 9.8%; Spain, 5.6%; and West Germany, 5.5%.

As of the same date, the firm managed \$72 million in global equity and \$71 million in global fixed-income accounts. The global equity assets were committed most heavily to the United States, 47.6%; Japan, 24.9%; the United Kingdom, 5.3%; Spain, 4.3%; and France, 3.6%.

The investment approach is macroeconomic to the regional allocation of assets. Portfolio managers/analysts implement the equity allocation within their geographic regions. The fixed-income team has an interest rate anticipation approach. Currency hedging, if applicable, is used for return enhancement.

Of the total assets under management, \$2.36 billion was for non-U.S. pension funds; there were three U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$10 million.

Analysts or portfolio managers are stationed in London, Geneva, Amsterdam and Montreal.

The firm reported a \$122 million net loss in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1978.

Robert van Maasdijk is chief investment officer. Karin Bonding is client contact.

Mellon-Pictet International Management Ltd.

Cutlers Garden, 5 Devonshire Square,
London, England EC2 M4LD;
011-44-1-283-7471

Total assets managed\$1,100,000,000

The investment consultants directory will run Nov. 16.

Managers ranked by tax-exempt assets in global accounts

Firm	\$ mils.
Templeton International	2,700
Eaton Vance Management	1,440
Fidelity Trust Co. International*	700
BEA Associates	586
Warburg Investment Management International	371
BA Investment Management International	321
Fidelity International Investment Advisors	300
Capital Guardian Trust	288
Capital Research & Management	246
Rowe Price-Fleming International	200
PCM International	176
State Street Bank and Trust	158
Lombard Odier Holdings (UK)	143
Schroder Capital Management International	139
A&D International Management	132
J.P. Morgan Investment Management	125
Martin Currie	125
N.M. Rothschild International Asset Management	92
American Express Asset Management	82
First Chicago Investment Advisors	74
IDS International	71
Hill Samuel Investment Advisers	49
Morgan Grenfell Investment Services	49
Citicorp Investment Management	43
Julius Baer Investment Management	33
Bathymarch Financial Management	31
Alliance Capital Management International	23
G.T. Capital Management	23
SBC Portfolio Management International	13
B.T. Investment Management	10
Ivory & Sims International	9
Scudder, Stevens & Clark	7
Capital Management International of Deutsche Bank	3
Arnhold & S. Bleichroeder International	0
Baillie Gifford Overseas	0
Baring International Investment	0
Bessemer Trust*	0
Brown Brothers Harriman	0
Centere Trust	0
Chase Investors Management	0
Dalwa International Capital Management	0
Fidelity Management Trust	0
Grantham, Mayo, Van Otterloo	0
Kemper-Murray Johnstone International	0
Kleinwort Benson International Investment	0
Mellon-Pictet International Management	0
Nomura Capital Management	0
Oechsle International Advisors	0
Putnam Cos.	0
Wellington Management/TDP&L	0
Total	8,762

*as of Jan. 1, 1987

Tax-exempt assets managed:
Total\$678,000,000
International/global\$678,000,000

Mellon-Pictet International Management Ltd., a subsidiary of Mellon Bank and Pictet (Geneva), managed \$678 million in international equity accounts for 21 U.S. institutional tax-exempt clients as of March 31.

The assets were committed most heavily to the United Kingdom, 23%; Japan, 17%; France, 10%; Australia, 9%; and Hong Kong, 9%.

The investment approach is fundamentally driven active management of concentrated portfolios tailored to client risk tolerances.

Of the total assets managed, \$2.5 million is for non-U.S. pension funds.

The minimum account size for individual management is \$5 million.

Of the U.S. institutional tax-exempt assets invested abroad, \$50 million was in commingled accounts.

Analysts or portfolio managers are stationed in London, Geneva and Tokyo.

The firm reported a \$60 million net gain in U.S. institutional tax-exempt business for international equity accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1980.

The chief investment officer is Dan Blanks, president. The client contacts are Rod Hearn in London, and Steven Albrecht at (617) 225-3347.

Morgan Grenfell Investment Services Ltd.

46 New Broad St., London, England
EC2M 1NB; 011-44-1-256-7500

Total assets managed\$3,400,000,000
Tax-exempt assets managed:
Total\$2,779,000,000
International/global\$2,779,000,000

Morgan Grenfell Investment Services Ltd., a subsidiary of Morgan Grenfell Asset Management Ltd., managed \$2.73 billion in international equity accounts as of March 31 for U.S. institutional tax-exempt clients. Those assets were committed most heavily to Japan, 45%; the United Kingdom, 25%; Australia, 4%; West Germany, 4%; Hong Kong, 3%; and the Netherlands, 3%.

As of the same date, it managed \$49 million in global fixed-income accounts for U.S. tax-exempt clients.

The firm is an active global manager. Equal emphasis is placed on the market decision and stock selection. No investments are made without considering the currency impact.

Of the total assets under management, \$584 million was for non-U.S. pension funds; there were 42 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$15 million.

Of the U.S. tax-exempt assets invested abroad, \$127 million was in commingled accounts.

Analysts or portfolio managers are stationed in London, New York, Tokyo, Singapore, Geneva and Sydney.

The firm reported a net gain of \$552 million in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability and has been registered with the SEC since 1977.

Michael Bullock, director, is chief investment officer. Graham Bamping,

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International

Alison Ramsdale, Jeremy Lodwick and Anna Wei at (212) 230-2600 are client contacts.

J.P. Morgan Investment Management Inc.

83 Pall Mall, London, England SW1
YES: 011-44-1-930-9444

Total assets managed \$11,282,000,000
Tax-exempt assets managed:
Total \$3,231,000,000
Invested overseas \$3,231,000,000

J.P. Morgan Investment Management Inc., a subsidiary of J.P. Morgan & Co. Inc., managed \$2.56 billion in international equity and \$549 million in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31.

Those equity assets were committed most heavily to Japan, 40%; the United Kingdom, 20%; West Germany, 14%; Switzerland, 6%; and Canada, 4%.

As of the same date, there was \$38 million in global equity and \$87 million in global fixed-income accounts.

The global equity assets were committed most heavily to the United States, 35%; Japan, 30%; the United Kingdom, 10%; Canada, 5%; and West Germany, 4%.

The investment approach uses a well-defined decision-making process to manage the asset mix, country and currency exposure and individual bond and equity security selection to maximize total return and minimize risk in U.S. dollars. Investment strategies are tailored to meet client objectives.

Of the total assets under management, \$574 million was for non-U.S. pension funds; there were 35 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt assets invested abroad, \$1.047 billion was in commingled accounts.

Analysts or portfolio managers are stationed in New York, London, Singapore and Tokyo.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1984.

C. Nicholas Potter, president, is chief investment officer. Anthony P. Wilson, vice president, is client contact at (212) 826-7909.

Nomura Capital Management

180 Maiden Lane, Suite 2903, New York, N.Y. 10038; (212) 509-8181

Total assets managed \$1,134,000,000
Tax-exempt assets managed:
Total \$800,000,000
International/global \$800,000,000

Nomura Capital Management Inc., whose parent is Nomura Investment Co. Ltd., managed \$800 million in international equity accounts for 12 U.S. tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 49.1%; the United Kingdom, 17.7%; France, 10.6%; West Germany, 4.4%; and Australia, 4.2%.

Nomura has an active equity management approach using original fundamental and economic research to create portfolios through a disciplined valuation and a structured management process. Attention is focused on client risk parameters.

Minimum account size is \$5 million.

Analysts or portfolio managers are located in Tokyo, New York, London, Washington, Hong Kong, Singapore and Shanghai.

The firm reported a \$90 million net gain in U.S. tax-exempt institutional business in the year ended March 31 for international accounts.

The firm has a non-U.S. hedging capacity, and has been registered with the SEC since 1976.

Takeo Nakamura, president, is chief investment officer. Brian X. Fitzgibbon, senior vice president, is client contact.

Oechsle International Advisors

260 Franklin St., Boston, Mass. 02110;
(617) 439-6270

Total assets managed \$500,000,000
Tax-exempt assets managed:
Total \$492,000,000
International/global \$492,000,000

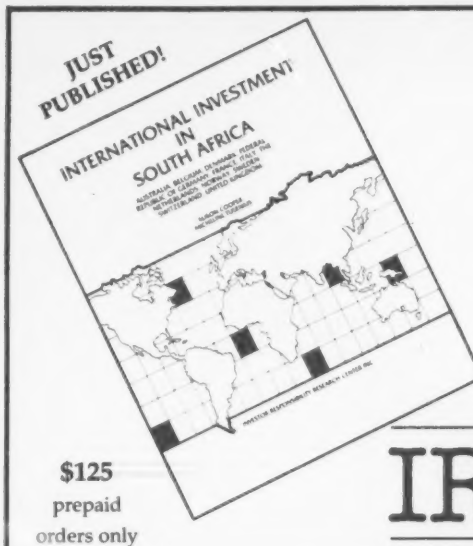
Oechsle International Advisors managed \$492 million in international equity accounts for 12 U.S. tax-exempt institutional clients as of March 31. The assets were committed most heavily to Japan, 29.1%; Canada, 20.6%; the United Kingdom, 12.1%; Australia, 8.1%; and France, 7.5%.

Managers combine a top-down and bottom-up investment approach. Country and currency considerations are built into the top-down decision; stock picking and industry emphasis are the focus of the bottom-up analysis. From a top-down view, quantitative techniques and qualitative judgments are combined to establish weightings in each country. From the bottom-up, managers analyze sectors and individual issues to establish an approved stock list.

Of the total assets managed, \$8 million was for non-U.S. pension funds.

Minimum account size for individual management is \$10 million.

Analysts or portfolio managers are stationed in Boston, London and Tokyo.



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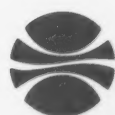
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Portfolio Manager, SIAMI
Tokyo 669-8752

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The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1986.

Walter Oechsle, general partner, is chief investment officer. Stephen P. Langer, partner, is client contact.

PCM International

745 Broad St., Newark, N.J. 07101;
(201) 877-4559

Total assets managed \$3,200,000,000
Tax-exempt assets managed
Total \$724,000,000
International/global \$724,000,000

PCM International, a subsidiary of Prudential Insurance Co. of America, managed \$347 million in international equity and \$201 million in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31. The equity assets were committed most heavily to Japan, 34%; the United Kingdom, 20%; Canada, 14%; Hong Kong, 9%; and Singapore, 7%.

As of the same date, the firm managed \$176 million in global fixed-income accounts for U.S. tax-exempt clients.

ents.

The investment approach for equities emphasizes bottom-up stock selection with defensive currency and stock market techniques. In fixed income, managers emphasize currency and maturity management using top-quality issues.

There were 25 U.S. institutional tax-exempt clients March 31; minimum account size for individual management for equities is \$10 million.

All of the U.S. institutional tax-exempt assets invested abroad were in commingled accounts.

The firm reported a net gain of \$63 million in U.S. institutional tax-exempt business in international and global accounts for the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1984.

Barry Gillman, managing director, is chief investment officer. Eric Nelson is client contact.

Cash management survey: Nov. 2.

Rowe Price-Fleming International Inc.

100 E. Pratt St., Baltimore, Md. 21202;
(301) 547-2141

Total assets managed \$2,600,000,000
Tax-exempt assets managed
Total \$2,062,000,000
International/global \$2,062,000,000

Rowe Price-Fleming International Inc. managed \$1.84 billion in international equity and \$25 million in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31. Those equity assets were committed most heavily to Japan, 26%; the United Kingdom, 23%; France, 10%; West Germany, 8%; and Hong Kong, 8%.

As of the same date, the firm managed \$200 million in global equity accounts for U.S. tax-exempt clients. Those assets were committed most heavily to Japan, 18.3%; the United Kingdom, 17.2%; the United States, 15.8%; France, 8.9%; and the Netherlands, 5.6%.

The active management style uses a top-down, bottom-up approach to equity investment. Large- and small-capitalization stocks are used, and its worldwide research capabilities are of primary importance. The fixed-income approach is fundamentally oriented with active management of credit markets and currency exposure.

The firm has 21 U.S. tax-exempt institutional clients; minimum account size for individual management is \$10 million for equity accounts and \$20 million for fixed-income accounts.

Of the U.S. institutional tax-exempt assets invested overseas, \$25 million was in commingled accounts and \$1.1 billion in mutual funds.

Analysts or portfolio managers are stationed in Bahrain, Baltimore, Frankfurt, Geneva, Hong Kong, Jakarta, Kuala Lumpur, London, New York, Paris, the Philippines, Seoul, Sydney, Melbourne, Taipei, Tokyo and Zurich.

The firm reported a net gain of \$30 million in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1979.

Its parent companies are T. Rowe Price Associates, Robert Fleming Holdings and Jardine Fleming International.

Martin G. Wade, president, is chief investment officer. George A. Mur-naghan is client contact.

The Putnam Cos. Inc.

1 Post Office Square, Boston, Mass.
02109; (617) 292-1795

Total assets managed \$41,100,000,000
Tax-exempt assets managed
Total \$6,800,000,000
International/global \$274,000,000

The Putnam Cos. Inc. (Putnam International Advisors), a subsidiary of Marsh & McLennan Cos. Inc., managed \$274 million in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 23.1%; the United Kingdom, 14.9%; West Germany, 7.4%; the Netherlands, 6.3%; and Sweden, 5.8%.

The investment approach seeks to achieve above-average return over the longer term by significantly overweighting markets believed to be relatively attractive, while minimizing risk through diversification across markets. Stocks are bought whose present value is attractive in relation to expectations for cash earnings, per-share earnings and dividend growth over an investment horizon of 12 to 18 months. Stocks are sold when their present value fully reflects expectations for growth in earnings and dividends.

Of the total assets under management, \$305 million was for non-U.S. pension funds; there were 137 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$92 million was in commingled accounts.

Analysts or portfolio managers are stationed in Boston, London and Tokyo.

The firm reported a \$419 million net loss in U.S. institutional tax-exempt business in international equity accounts for the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1969.

Anthony W. Regan, head of international investments, is chief investment officer. Elliott M. Gartner, head of institutional marketing, is client contact.

N.M. Rothschild International Asset Management Ltd.

1 Rockefeller Plaza, New York, N.Y.
10020; (212) 757-6000

Total assets managed \$2,516,000,000
Tax-exempt assets managed
Total \$1,101,000,000
International/global \$1,101,000,000

N.M. Rothschild International Asset Management Ltd., whose parent is N.M. Rothschild Asset Management

(Holdings) Ltd., managed \$439 million in international equity and \$570 million in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31.

Those equity assets were committed most heavily to the United Kingdom, 35%; Japan, 30%; France, 9%; Hong Kong, 6%; and Canada, 6%.

As of the same date, it managed \$92 million in global equity accounts for U.S. tax-exempt clients, with those assets most heavily committed to the United States, 60%; Japan, 15%; the United Kingdom, 10%; Hong Kong, 3.5%; and France, 3.5%.

The firm aims to add value by currency, market and stock selection. Most value is added by market selection. The firm's style is active and concentrated, with emphasis on currency.

Of total assets under management, \$1.35 billion is for non-U.S. pension funds. There are 11 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million.

Analysts or portfolio managers are stationed in London, New York, Paris, Zurich, Tokyo, Hong Kong, Singapore, Kuala Lumpur, Sydney and Melbourne.

The firm reported a \$115.9 million net gain in U.S. tax-exempt institutional business for the year ended March 31 for international and global accounts.

The firm has a non-U.S. hedging capacity, and has been registered with the SEC since 1980.

Chief investment officer is James Heyworth-Dunne. Client contact is Christopher Wyke.

Frank Russell Trust Co.

P.O. Box 1454, Tacoma, Wash.
98401; (206) 572-2282

Total assets managed \$5,400,000,000
Tax-exempt assets managed
Total \$5,000,000,000
International/global \$412,000,000

Frank Russell Trust Co., whose parent is Frank Russell Co., ran \$412 million in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 27%; the United Kingdom, 20%; West Germany, 10%; Hong Kong, 7%; and Australia, 6%.

The firm uses a multimanager, multistyle approach to achieve better long-term investment returns with lower risk. The International I Fund uses four advisers with a global emphasis on non-U.S. equities. The International II Fund places emphasis on the Pacific Basin using four on-site advisers.

Because it does not manage the assets itself, its figures are not included in the aggregate data.

Of the total assets under management, \$400 million was for non-U.S. pension funds; the firm has 155 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$5 million.

All of the U.S. institutional tax-exempt assets invested abroad March 31 were in commingled accounts.

The firm reported a \$235 million net gain in U.S. institutional tax-exempt business for international equity accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability.

Michael C. Malone, vice president, is chief investment officer. Paul Kalitnick is client contact.

SBC Portfolio Management International Inc.

1 World Trade Center, Suite 9051,
New York, N.Y. 10048; (212)
938-7465

Total assets managed \$345,000,000
Tax-exempt assets managed
Total \$156,000,000
International/global \$144,000,000

SBC Portfolio Management International Inc., whose parent is Swiss Bank Corp. International Securities Inc., managed \$131 million in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 34%; the United Kingdom, 16%; France, 10%; Australia, 7%; and

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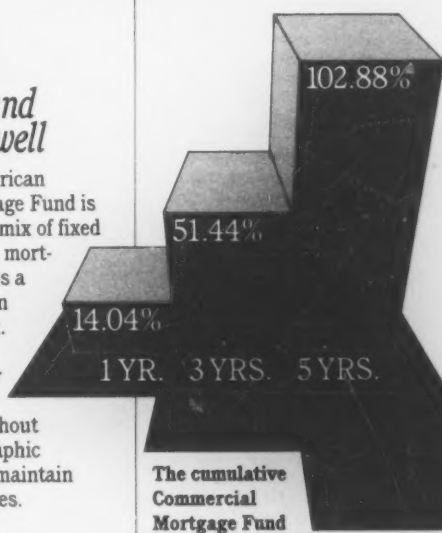
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As of the same date, it managed \$13 million in global equity accounts, with those assets committed most heavily to the United States, 46%; Japan, 18%; the United Kingdom, 8%; France, 6%; and Canada, 4%.

SBC officials believe 80% of international investment "value-added" stems from the country selection, and structure the top-down philosophy, process and allocation of resources accordingly. Strong bets against the EAFE index are protected by aggressive currency hedging where appropriate. Stock selection uses value screens and favors small-capitalization issues where market liquidity permits.

Of the total under management, \$189 million was for non-U.S. pension funds; there were nine U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$5 million.

SBC has access to analysts located worldwide, including the United Kingdom, Switzerland, the United States, Japan, Hong Kong, Singapore and Australia.

The firm reported a \$53 million net gain in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1982.

Peter J. Morant is chief investment officer. John W. Conlin is client contact.

Schroder Capital Management International

1 State Street Plaza, New York, N.Y., 10004; (212) 269-6500

Total assets managed \$2,200,000,000
Tax-exempt assets managed
Total \$1,509,000,000
International/global \$1,509,000,000

Schroder Capital Management International Inc., whose parent is Schroders PLC, managed \$1.37 billion in international equity accounts for U.S. institutional tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 35%; the United Kingdom, 20%; Switzerland, 10%; West Germany, 10%; and the Netherlands, 6%.

As of the same date, it managed \$139 million in global equity accounts, with those assets most heavily committed to the United States, 47%; Japan, 17%; the United Kingdom, 11%; West Germany, 6%; and Switzerland, 6%.

Country allocations begin the investment process, with emphasis on stock selection in countries with the best economic prospects. Broad guidelines for country investment are based on two-year economic projections, with asset allocation based on shorter term considerations. Distinctively emerging growth stocks make up the core of Schroder portfolios. The firm emphasizes independent regional research.

Of the total assets managed, \$562 million was for non-U.S. pension funds. There were 27 U.S. tax-exempt institutional clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$22 million was in commingled funds and \$522 million in mutual funds.

Analysts or portfolio managers are stationed in London, Zurich, Tokyo, Hong Kong, Singapore and Sydney.

The firm reported a net gain of \$255 million in U.S. institutional tax-exempt business for international and global equity accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1980.

David M. Salisbury is chief investment officer. Sharon L. Haugh is client contact.

Scudder, Stevens & Clark

345 Park Ave., New York, N.Y. 10154; (212) 326-6200

Total assets managed \$38,419,000,000
Tax-exempt assets managed
Total \$11,797,000,000
International/global \$615,000,000

Scudder, Stevens & Clark managed \$608 million in international equity accounts for U.S. tax-exempt institutional clients as of March 31. The assets were committed most heavily to Japan, 19%; the United Kingdom, 16%; France, 11%; West Germany, 10%; and the Netherlands, 8%.

As of the same date, it managed \$7 million in global balanced accounts of U.S. tax-exempt clients. The equity assets of those accounts were committed most heavily to the United States, 44%; the United Kingdom, 11%; Japan, 5%; France, 5%; and West Germany, 4%.

The investment approach is both top-down and bottom-up. Assessments of the global economy and local market and currency factors are meshed with in-depth security analysis.

The firm has 650 U.S. tax-exempt institutional clients; minimum account size for individual management is \$5 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$400 million

was in mutual funds.

International analysts and equity portfolio managers are based in New York. International fixed-income portfolio managers/analysts are in Boston.

The firm reported a \$25 million gain in U.S. institutional tax-exempt business for international and global accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1943.

Nicholas Bratt, managing director, is chief investment officer. Victoria J. Herget, principal, at (312) 861-2700, is client contact.

State Street Bank and Trust

225 Franklin St., Boston, Mass., 02110; (617) 786-3000

Total assets managed \$28,900,000,000
Tax-exempt assets managed
Total \$25,620,000,000
International/global \$3,249,000,000

State Street Bank and Trust Co., whose parent is State Street Boston Corp., managed \$3.09 billion in inter-

national equity accounts for U.S. tax-exempt clients as of March 31. The assets were committed most heavily to Japan, 58.9%; the United Kingdom, 14.4%; West Germany, 6.1%; France, 4.4%; and Switzerland, 3.3%.

As of the same date, it managed \$158 million in global equity accounts, with those assets committed most heavily to the United States, 38.1%; Japan, 33.8%; the United Kingdom, 8.2%; West Germany, 3.6%; and Canada, 2.8%.

The firm offers flexible, quantitatively driven funds based on the EAFE index. These include index funds designed to replicate the EAFE; country selection funds, which index to selected country markets; and high-value portfolios, which select securities with the lowest price to cash flow, earnings and book value, but weight countries and industries according to the EAFE. World index funds, South Africa-free funds and the use of international futures also are available.

Of total assets under management, \$570 million was for non-U.S. pension

funds; there were 310 U.S. institutional tax-exempt clients.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$1.2 billion was in commingled accounts and \$3 billion in index funds.

Analysts or portfolio managers are stationed in Boston.

The firm reported a net gain of \$1.28 billion in the year ended March 31 in U.S. institutional tax-exempt business for international and global accounts.

The firm has a non-U.S. hedging capability.

Nicholas A. Lopardo, senior vice president, is chief investment officer. Peter E. Braun is client contact at (617) 654-3953.

Templeton International

Broward Financial Centre, Fort Lauderdale, Fla. 33394; (305) 764-7390

Total assets managed \$11,748,000,000
Tax-exempt assets managed

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Total assets managed \$38,419,000,000
Tax-exempt assets managed
Total \$11,797,000,000
International/global \$615,000,000

Total \$2,700,000,000
International/global \$2,700,000,000

Templeton International, a subsidiary of Templeton, Galbraith and Hansborger Ltd., managed \$2.69 billion in global equity and \$15 million in global fixed-income accounts for 56 U.S. institutional tax-exempt clients as of March 31. The equity assets were committed most heavily to the United States, 51%; Australia, 11%; Canada, 8%; the United Kingdom, 8%; and Hong Kong, 7%.

The investment approach is stock selection oriented and is based on value orientation, flexibility, global perspective and discipline.

Of the total assets under management March 31, \$92 million was for non-U.S. pension funds.

Minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$300 million was in mutual funds.

Analysts or portfolio managers are stationed in Fort Lauderdale, Nassau,

London and Hong Kong.

The firm reported a \$449 million net gain in U.S. tax-exempt institutional business for global accounts in the year ended March 31.

The firm has been registered with the SEC since 1954.

John M. Templeton, chairman, is chief investment officer. Ken Scislaw is client contact.

Warburg Investment Management International

787 Seventh Ave., 26th Floor, New York, N.Y. 10019; (212) 459-7150

Total assets managed \$1,189,000,000
Tax-exempt assets managed: \$834,000,000
Total \$834,000,000
International/global \$834,000,000

Warburg Investment Management International Ltd., whose parent is Mercury Asset Management PLC, managed \$463 million in international equity accounts for U.S. tax-exempt clients as of March 31. The assets were committed most heavily to Japan,

57%; the United Kingdom, 9%; France, 5%; West Germany, 4%; and Switzerland, 3%.

As of the same date, it managed \$303 million in global equity and \$68 million in global fixed-income accounts for U.S. tax-exempt clients. Global equity assets were committed most heavily to the United States, 37%; Japan, 31%; the United Kingdom, 7%; France, 4%; and Canada, 3%.

The firm is an active manager and uses a combination of top-down and bottom-up techniques. Organizational strength and substantial research are vital to its investment approach.

Of the total assets under management, \$29 million was for non-U.S. pension funds; there were 16 U.S. institutional tax-exempt clients.

Its minimum fee is \$50,000.

Of the U.S. tax-exempt institutional assets invested abroad, \$156 million was in mutual funds.

Analysts or portfolio managers are stationed in London and Tokyo.

The firm reported a \$438 million net gain in U.S. tax-exempt institutional

business for the year ended March 31 in international and global accounts.

The firm has a non-U.S. hedging capacity, and has been registered with the SEC since 1976.

Robert Michaelson is the chief investment officer. John Townsend is the client contact.

Wellington Management Co./Thorndike, Doran, Paine & Lewis

28 State St., Boston, Mass. 02109; (617) 227-9500

Total assets managed \$32,894,000,000
Tax-exempt assets managed: \$10,247,000,000
Total \$10,247,000,000
International/global \$166,000,000

Wellington Management Co./Thorndike, Doran, Paine & Lewis managed \$162 million in international equity and \$4 million in international fixed-income accounts for U.S. institutional tax-exempt clients as of March 31. The equity assets were committed most heavily to Japan, 21%; the United Kingdom,

21%; France, 10%; Switzerland, 9%; Spain, 8%; and the Netherlands, 8%.

The investment approach is to achieve superior, long-term equity results by focusing on a carefully selected, diversified, dynamic group of growing foreign companies. The emphasis is on timely identification of the best relative values among various foreign companies and markets; portfolios periodically are repositioned to take advantage of valuation changes.

The firm has 107 U.S. tax-exempt institutional clients; minimum account size for individual management is \$10 million.

Of the U.S. tax-exempt institutional assets invested abroad, \$60 million was in commingled accounts.

Analysts or portfolio managers are stationed in Boston and London.

The firm reported a net loss of \$27 million in U.S. institutional tax-exempt business for international equity accounts in the year ended March 31.

The firm has a non-U.S. currency hedging capability, and has been registered with the SEC since 1960.

Robert W. Doran is chief investment officer. Dena Willmore is client contact.

Columbus Circle Investors Delivers...

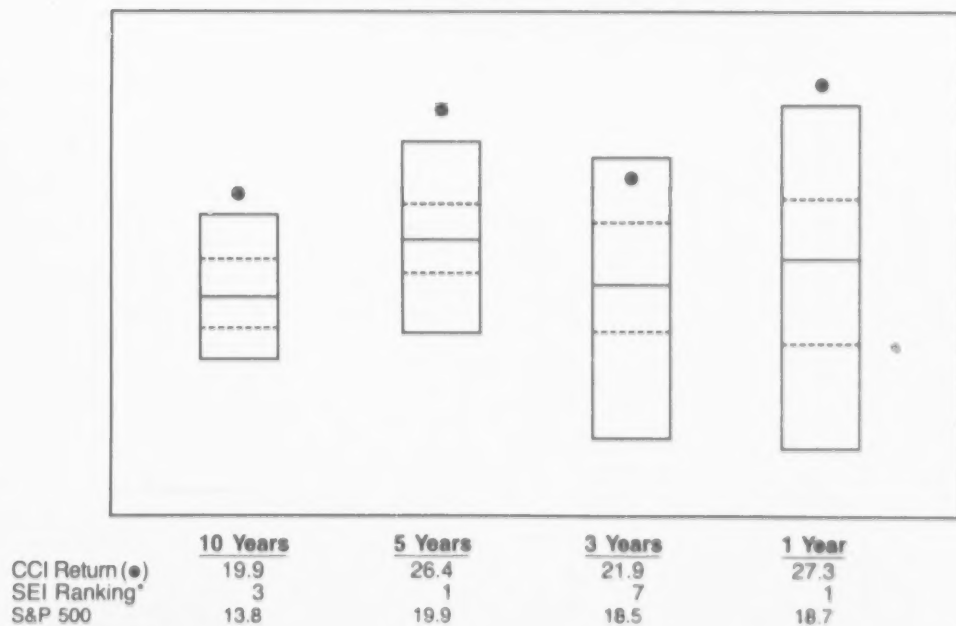
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New York, NY 10019
(212) 397-8760

Representative Office:
Robert Fehrmann
One Financial Center
440 South LaSalle, Suite 2500
Chicago, IL 60605
(312) 294-5206

Billion...

Continued from page 35
global assets, \$3 billion is in index funds.

Capital Research & Management, which is adviser to the American Funds Group of Mutual Funds, tripled its global account assets to \$246 million from \$80 million last year, moving up four spots to rank 10th.

Grantham, Mayo, Van Otterloo & Co., Boston, rose to fifth place with \$2.25 billion in international account assets from seventh. It added three to four new clients for quantitatively managed commingled funds, said Diane Whelan, marketer and trader.

In a departure from previous years' directories, *P&I Age* this year profiled only the top 50 managers in terms of foreign discretionary U.S. tax-exempt assets under management — international and global assets combined.

Frank Russell Trust Co., Tacoma, Wash., is profiled but not included in the rankings or the aggregate data because it is a manager of managers; it does not itself run money.

Assets of Fiduciary Trust Co. International, New York, ranked third this year with \$700 billion in global assets, were understated last year because the firm did not include U.S. assets in its global figure, said Belinda Gibbs, assistant vice president.

Baillie Gifford Overseas, Edinburgh, Scotland, gained a sizeable total of \$165 million in international accounts this year compared with \$96.3 million last year. The firm's \$2 million figure last year was incorrect. Gain was based on 59% return in 1986 and additional contributions from existing clients.

Because the questionnaire did not specify to include only assets in accounts with global or international mandates and whose investment performance is measured against global or international indexes or manager universes, two money managers — Eaton Vance Management, Boston, and BEA Associates Inc., New York — listed themselves as global managers because they have foreign securities in their domestic portfolios.

Eaton Vance ranked second in global assets with \$1.44 billion; it was not included in last year's directory.

BEA Associates jumped to \$586 million in global accounts, ranking fourth, from nothing last year.

A small portion, \$8.3 billion, in tax-exempt assets invested abroad were in commingled accounts, \$4.3 billion, in mutual funds, and \$3.28 billion in index funds.

Letters to the editor

The following Letters to the Editor are in response to the May 25 Largest Money Managers issue. The regular letters column appears on page 10.

David J. Greene

To the Editor: I am writing regarding the profile of David J. Greene and Co. on page 80 of the May 25 *Pensions & Investment Age* special profiles issue. In particular, I would like to draw your attention to the paragraph describing our equity approach. While your statement is accurate, you neglect to mention a key element of our investment philosophy by omitting the phrase "emphasis is placed on special situations."

Investing in special situations has been an integral part of our investment philosophy for over 50 years and in combination with undervalued securities has produced consistent results.

The ownership of special situations differentiates us from the majority of value investors and provides us with opportunities when the general market appears overvalued by most historical comparisons. Special situations may at times constitute over 30% of an equity portfolio and therefore we trust will be included in any future descriptions of David J. Greene and Co.'s investment philosophy.

We thoroughly enjoy receiving your publication and read with special interest your articles highlighting trends within the industry. As always, we are pleased to be included in your profiles of the largest money managers.

Nanci D. Tucker

David J. Greene and Co.
New York

Aetna Life Insurance

To the Editor: The following corrections should be made to the separate accounts asset mix given on our 1987 investment adviser

questionnaire:

Stocks, 35.01%, \$3.2 billion; bonds, 7.12%, \$651 million; cash, 20.42%, \$1.87 billion; equity real estate, 24.26%, \$2.22 billion; mortgages, 12.08%, \$1.11 billion; international, 1.11%, \$102 million.

The above changes would be reflected in two of the charts in your May 25 special profiles issue, moving us to sixth largest equity real estate adviser and fourth largest mortgage adviser.

Barbara A. Aurell

Manager,
Aetna Life Insurance Co.
Hartford, Conn.

Sanwa Bank

To the Editor: Please note the following changes in the information published in the May 25 profiles issue.

Cynthia S. Ellner is no longer employed with Sanwa Bank California. The client contact is now Vincent L. Shepherd, senior vice president and deputy division head.

John R. Thompson

Vice president and
senior trust investment officer
Sanwa Bank California
Los Angeles

Frontier Capital

To the Editor: In reviewing the May 25 profiles issue, we felt the description of Frontier was somewhat incomplete.

Frontier Capital Management Co.'s equity portfolios focus upon the identification of sectors and industries likely to grow at above-average rates over a two- to three-year time period. Portfolios are then constructed of companies likely to benefit from these trends resulting in a weighted average earnings growth rate significantly greater than that of total corporate profits.

In addition to its core equity portfolios, Frontier offers specialized portfolios of smaller-capitalization companies.

The above engages in fundamental research and quantitative

screening of over 1,000 companies. Approximately 150 companies are closely followed at any point in time.

John A. McQuilkin

Senior vice president
Frontier Capital Mgmt. Co.
Boston

Adams Express Co.

To the Editor: Pursuant to our phone conversation of today, this is to note the Adams Express Co. has no parent company and does not emphasize energy stocks. However, because of our affiliation with Petroleum & Resources Corporation, we do have expertise in energy stocks. We were not 100% invested in stocks Jan. 1; it should have been 95%.

Monica C. Loh

Vice president
Investment advisory services
Adams Express Co.
Baltimore

DP Asset Mgmt.

To the Editor: I am sorry we were not included in the 1987 investment manager survey.

Attached are the data for publication. All correspondence should be sent to my attention.

DP Asset Management Inc.,
3801 Kennett Pike, C. 304,
Wilmington, Del. 19807; (302) 658-7675.

The firm manages total assets of \$132 million, of which \$77 million is from 22 tax-exempt clients.

The tax-exempt asset mix was equities, 68%; bonds, 29%; and cash and short-term, 3%.

The investment strategy is bottom-up, emphasizing small- to medium-capitalization equities. It provides both balanced and equity management. International management is available through PHP.

It employs five analysts.
The firm is a subsidiary of Delfi American Corp. & Pierson, Helderling & Pierson, Amsterdam.

Key personnel for tax-exempt accounts are Daniel Devine, executive vice president and chief investment officer; Peter Cooke, executive vice president and senior portfolio manager; and Francis DeMariel Keen, vice president and secretary.

Mark Hanna, executive vice president, is client contact.

Mark C. Hanna

Executive vice president
DP Asset Management Inc.
Wilmington, Del.

Liberty Capital Mgmt.

To the Editor: Liberty Capital missed the opportunity of appearing in your May 25 profiles issue. We would like to submit the following information:

Liberty Capital Management Inc., 11 Broadway, Suite 1066,
New York, N.Y. 10004; (212) 509-0550.

Total assets managed, \$500 million; tax-exempt assets managed, \$220 million; tax-exempt clients, 55; types of accounts managed — corporate, foundations, government and jointly trusted; minimum separate account, \$5 million; number of portfolio managers, 3.

Liberty Capital Management is a fixed-income manager specializing in government securities.

Its investment approach is active, based on quantitative, risk-averse management of securities, with the goal of producing capital gains during periods of price strength. Options on futures can be used to enhance returns during periods of price weakness.

Clients include Coleman Co., ILGWU and the Cleveland Clinic. Jonathan Leader is president

and chief investment officer. Susan B. Thompson is client contact.

Susan B. Thompson

Marketing manager
Liberty Capital Management
New York

Marsh & Cunningham

To the Editor: Enclosed is the lost information on Marsh & Cunningham.

Marsh & Cunningham Inc., 1 Liberty Square, P.O. Box 1961,
Boston, Mass. 02105; (617) 482-0290.

Total assets managed, \$212 million; tax-exempt assets managed, \$81 million; international assets managed, \$51 million; minimum separate account, \$1 million; number of portfolio managers, 4; types of accounts managed — corporate pension funds and educational and private endowments.

In management portfolios we stress broad diversification among investment-quality securities having good dividend yields, modest price-earnings ratios, favorable price-to-book relationships and liquid markets.

Chief investment officers are John B. Marsh and Joseph M. Cunningham Jr., principals. Client contact is Douglas E. Hart, principal.

Douglas E. Hart

Marsh & Cunningham Inc.
Investment Management
Boston, Mass.

GAMCO Investors

To the Editor: Somehow we were shut out! At year-end 1986, GAMCO Investors Inc. had total assets of \$1.25 billion under management, of which \$900 million was tax-exempt. This would have placed GAMCO Investors Inc. at a ranking of 286, up from 300 in 1985 when we had \$630 million in tax-exempt assets (\$898 million in total) and up from 394 in 1984.

We are an equity manager that invests in companies that are selling at a discount to their private market value. We do all our own research, and have approximately 90 companies in our portfolio.

Mario J. Gabelli is the chief investment officer. Douglas R. Jamieson is the client contact. The minimum separate account size is \$5 million.

Douglas R. Jamieson

GAMCO Investors Inc.
New York

Midlantic Corp.

To the Editor: Midlantic Corp. was not included in the May 25 special directory of money managers.

Midlantic Corp. is at 499 Thornall St., Edison N.J. 08818; (201) 321-8380.

As of Jan. 1, total assets under management were \$3.6 billion; of that, \$1.9 billion was tax exempt.

In equities, Midlantic is decidedly value-oriented and as a result tends to be contrarian. Strong financials are essential and decision rules provide the discipline necessary to take advantage of market emotions.

In fixed income, Midlantic invests in high-quality, moderate maturity shift with laddered structure and average maturity ranging between five and eight years. Mortgage pass-through bonds account for substantial positions.

There are 11 portfolio managers and three members of the research staff. The firm follows 300 stocks closely and develops a portfolio of 25 to 30 equities.

Minimum account size for individual management is \$5 million. Clients include Hoffman-LaRoche, Fester Wheeler and Kidde.

William P. DuBose, senior vice president, is the chief investment

officer and department head.

Walter T. Bednarz

Client contact
Midlantic National Bank
Edison, N.J.

Seafirst Bank

To the Editor: Information on Seafirst Bank was not included in your May 25 issue on money managers. I have prepared the following information for you.

Total assets managed, \$2.8 billion; tax-exempt assets managed, \$682,000; types of accounts managed, corporate, endowments and foundations; minimum separate account, \$1 million; number of portfolio managers, 5; and size of research staff, 8.

Seafirst is an equity, fixed-income, balanced and real estate manager. Its equity approach emphasizes value. A cash decision and emphasis on stock groupings are additional strategies used. Its fixed-income approach uses moderate changes in duration of portfolios combined with sector analysis with an emphasis on mortgage-backed securities.

The asset mix Jan. 1 was 19% equity, 45% fixed-income and 36% cash.

John P. Privat, vice president, is chief investment officer. Steven A. Horman, vice president, is client contact.

Thank you for your assistance.

Steven A. Horman

Vice president
Trust division
Seafirst Bank
Seattle

Harris Associates

To the Editor: Harris Associates L.P. has been left out of your listing of the largest money managers. The data follow:

Harris Associates, L.P.; 2 N. LaSalle St., Suite 500, Chicago, Ill. 60602; (312) 621-0612.

Total assets under management as of March 31 were \$3.09 billion. Tax-exempt assets totaled \$1.28 billion for 153 clients. Of the tax-exempt total, discretionary accounts made up \$1.26 billion.

The asset mix was 77% stocks, 12% bonds and 11% cash.

The minimum amount required for separate accounts is \$5 million.

There are six portfolio managers and 10 researchers.

Earl J. Rusnak Jr., principal, is client contact.

We hope you will correct this oversight.

Earl J. Rusnak, Jr.

Principal
Harris Associates L.P.
Chicago

Corrections & clarifications

• The Putnam Cos. Inc. offers both passive and active fixed-income management. The investment approach printed in the firm's May 25 profile could have been read as offering passive investment only.

• The telephone number of PM Portfolio Management GmbH was printed incorrectly in the firm's May 25 profile. The correct number is 011-89-33-20-36.

• The figure given for total assets managed by the Top 100 investment managers in the Profile statistics at a glance chart in the May 25 issue was incorrect. The correct figure is \$1.811 trillion.

• Townsend Asset Management and Henderson International should not have been included among the top 100 investment advisers by total assets in *Pensions & Investment Age's* May 25 special issue on the largest money managers.

ASB Capital Management Inc. was omitted inadvertently from this table when it appeared in the May 25 issue.

25 largest managers of equity index funds

Manager	\$ millions
Wells Fargo Investment Advisors	34,331
Bankers Trust-Investment Management Group	19,500
State Street Bank and Trust	8,361
American National Bank & Trust, Chicago	8,250
Mellon Capital Management	7,500
Dimensional Fund Advisors	2,954
Alliance Capital Management	2,885
Wilshire Asset Management	2,500
Prudential Asset Management Group	897
Northern Trust/Strategic Investment Services	800
Boston Co.	517
Citicorp Investment Management	499
RepublicBank Dallas	410
ASB Capital Management	401
Chase Investors Management	396
Tenneco Asset Management	319
Center Trust	300
Manufacturers National Bank of Detroit	300
Harris Trust & Savings Bank	276
T. Rowe Price Associates	240
First Interstate Bank of California	162
Metropolitan Life Insurance	132
BA Investment Management	129
Travelers Cos.	112
Derivative Markets Management	84
TOTAL	92,255

Money movers

Warner-Lambert Co.

MORRIS PLAINS, N.J. — The nearly \$1 billion Warner-Lambert Co. pension fund has added two active international equity managers, according to Marc Shapiro, director of pension investments.

Assets will be rebalanced so that the new managers — Schroder Capital Management International, New York, and SBC Portfolio Management International Inc., New York — and the fund's holdover international equity manager, Rowe Price-Fleming International Inc., Baltimore, each will run \$30 million.

Assets for the new managers mainly came from an international equity account managed by Putnam International Advisors, Boston. The firm was terminated due to a loss of key personnel, Mr. Shapiro said (*Pensions & Investment Age*, Sept. 1, 1986). A small portion of assets came from Rowe Price-Fleming's account.

Warner-Lambert officials decided against hiring an index fund manager because "at this point we felt it was more prudent to remain actively managed. Indexing is an active bet on the strength of the Japanese market, which makes up about 60% of the (Morgan Stanley Capital International Europe Australia Far East) index," Mr. Shapiro said.

The managers were chosen because of their continuity of professionals, consistent performance, and reputation in terms of client service.

Canteen Co.

CHICAGO — Canteen Co. hired five new managers and released one balanced manager for a total of \$60 million in pension and profit-sharing assets, said Karl Sedlarz, vice president at Canteen.

Canteen, a division of TW Ser-

vices Inc., New York, has \$19 million in profit-sharing assets and about \$55 million in pension assets, Mr. Sedlarz said.

The remaining \$14 million is invested directly with insurance companies, primarily in guaranteed investment contracts, he said.

The managers hired were Harris Trust and Savings Bank, Chicago, equities; Sun Bank Investment Management Group, Orlando, Fla., equities; Newbold's Asset Management, Philadelphia, equities; Kemper Financial Services Inc., Chicago, fixed income; and CMB Investment Counselors, Los Angeles, fixed income.

Mr. Sedlarz declined to release the specific allocations. "It was approximately an even split, although some got more and some got less," he said.

Frank Russell Trust Co., Tacoma, Wash., was terminated.

The new hires were not expected to alter the funds' asset mix. The consolidated asset mix of the portfolios was 54% equities and 46% fixed income, including GICs, bonds and some real estate, said Mr. Sedlarz.

Performance Analytics Inc., a consulting firm based in Chicago, aided the company with its manager search.

Georgia-Pacific Corp.

ATLANTA — The Georgia-Pacific Corp. Atlanta, has hired Cramer, Rosenthal & McGlynn Inc., White Plains, N.Y., and Husic Capital Management, San Francisco, to manage a total of \$30 million in equity assets for the \$375 million pension fund.

The two managers were hired to outperform the core equity portfolios that track the Standard & Poor's 500 stock index, said John E. Stettler, director of employee benefit investments.

Cramer and Husic each received \$15

million in June, Mr. Stettler said. Funds for two firms came from contributions and a recently terminated manager, which he declined to identify.

Ennis, Knapp & Associates, Chicago, served as the search consultant.

McGill University

MONTREAL — The \$265 million McGill University Endowment Fund, Montreal, has hired and allocated a total of \$28 million to Oppenheimer Capital Corp. and First Manhattan Capital Management, both of New York, for management in U.S. equities.

S.J. Budden, treasurer, said the allocation came from a terminated manager he declined to name, which had invested in a balanced account of Canadian stocks and fixed income. The allocation increases the endowment's allocation of U.S. equities to 25%.

Evaluation Associates Inc., Westport, Conn., was the consultant.

Procter & Gamble Co.

CINCINNATI — Procter & Gamble Co. replaced three managers and hired Wells Fargo Investment Advisors, San Francisco, and IDS Advisory Group, Minneapolis, in shifting \$100 million for three employee benefit funds, according to John R. Smith, manager-pension plan coordinator.

P&G hired Wells Fargo to replace Griffin Group, Chicago, as sole manager for its \$40 million Norwich-Eaton defined benefit fund.

For its \$106 million Richardson-Vicks defined benefit fund, P&G replaced Glickenhous & Co., New York, an equity manager, and Western Asset Management Co., Los Angeles, a fixed-income manager, and assigned the \$20 million each ran to Wells.

For both pension funds, Wells will divide the money equally into equity and fixed-income index funds.

Also, P&G hired IDS Advisory to run its \$20 million 501(c)9 post-retirement medical fund in a balanced account. That money had been run

in-house.

Mr. Smith said the moves were made to improve performance and simplify management. No consultant was used.

Chicago Sun-Times

CHICAGO — The Chicago Sun-Times hired three new balanced fund managers, after terminating accounts with two other investment managers, according to Gerald Corcoran, controller.

Investment Advisers Inc., Minneapolis; Smith Barney Capital Management, New York; and Citicorp Investment Management Inc., Chicago, were selected to manage a total of \$28 million in defined benefit assets, according to Mr. Corcoran. The fund covers editorial employees of The Newspaper Guild as well as office workers.

Investment Advisers and Smith Barney were allocated \$10 million each, while Citicorp received \$8 million in assets.

Washington University

ST. LOUIS — Washington University's \$1.2 billion endowment fund has hired Trinity Investment Management Corp., Boston, and Dreman Value Management, New York, to manage separate \$20 million equity accounts, said Jerry Woodham, treasurer. The assets will be taken from unallocated cash, he said.

The growth-oriented endowment fund added the two value managers to protect its assets from unpredictable movements in today's volatile market. Trinity and Dreman are two of the strongest value managers around, Mr. Woodham said.

"We like their three- to five-year performance numbers," Mr. Woodham said.

The Wellesley Group Inc., Waltham, Mass., and Cambridge Associates, Cambridge, Mass., assisted in the search. The endowment fund's asset allocation as of March 31 was 79.5% equities, 17.5% fixed income and 3% cash.

Finnish market a good bet

By Marlene Givant

LONDON — Quietly benefiting from trade with the Soviet Union, a pro-business government and an expanding manufacturing base, the Finnish stock market is a good bet for sophisticated international investors with a long-term outlook, according to an American Express Asset Management report written by Chilton Thomson, director.

The small but sophisticated market is a world leader in several niche industries, from the manufacture of exercise bicycles to icebreakers, and its base of exports is growing beyond the country's large forest products sector.

The 20% of goods and services Finland exports to the Soviet Union is shrinking as Finland begins to boost trade with large Western markets.

In response to the nation's increasing competitiveness, local investors, who dominate the Finnish market, are re-rating stocks in a manner more in line with ratings of companies in larger markets. This is raising relatively low Finnish price-earnings multiples.

Locally, the Finnish government is increasingly supportive of business. A conservative coalition elected in March "will undoubtedly reinforce these positive trends," he added.

The government also recently raised the limits on foreign stock ownership. Formerly a company could offer 20% of shares to foreigners; companies may now offer 40%.

Because Finland's market isn't part of any established international index, equities are underowned by global investors — "a situation which is likely to change over time," Mr. Thomson wrote.

At the end of 1986, the stock exchange list included 100 share listings for 52 companies, of which 36 listings were open to foreigners. The market capitalization then was about \$13 billion.

On current earnings, the market is on a multiple of 11, although this is difficult to calculate, he wrote. "Finnish accounting is exceedingly conservative and in addition, tax laws permit generous reserves. The result is that analysts don't agree about historic earnings, let alone prospective ones."

In addition, there's limited liquidity and trading is generally difficult especially since there is no market making per se.

Two banks, an insurance company and a conglomerate dominate the list of Finnish companies. The largest bank is the **Union Bank of Finland**, closely followed by **Kansallis-Osake-Pankki** or **KOP**. **Pohjola Group** is the largest insurance company. "These three institutions all have extensive holdings of Finnish equities, valued at much less than market value, and all are thus in a sense proxies for the market," Mr. Thomson wrote.

The largest company, **Nokia Oy Ab**, is a conglomerate whose activities range from rubber boots and tires to computer monitors, he wrote.

Finnish exports surged 11% in the last quarter of 1986. As a result, the overall corporate earnings outlook for Finland is quite bright; corporate profitability is expected to increase about 10% in 1987.

American Express, which manages \$450 million for U.S. tax-exempt clients, invests 3% to 5% in Finland in a typical aggressive equity portfolio.

An incorrect column was entered for the IRRC data in the proxy voting results table published June 15. A corrected table is printed below.

Summary of voting results of shareholder rights proposals

Company	Proposal sponsor	% institutional ownership 3/31/87	Georgeson & Co. Report % voting for proposal		IRRC % voting for proposal	
			as a % of outstanding	as a % of shares voting on proposal (with abstentions)	as a % of shares voted (no abstentions)	as a % of shares voting on proposal (with abstentions)
AMR	CalSTRS	71	27.4	37.9	45.9	37.9
American Cyanamid	CREF	58	19.8	28	28.4	28
Anheuser-Busch	CalSTRS/CalPERS ¹	53	10.4	15.9	16.4	15.9
Champion International	Carpenters	61	19.9	30.7	33.2	30.7
Colgate-Palmolive	CalSTRS/CalPERS	45	13.8	21.4 ³	21.4	NA
Control Data	CalSTRS	69	18.4	28.9	29.7	29
Eaton	CREF	54	24.8	32.6	32.7	28
Emery Air Freight	State of Wisconsin	48	26	33.9	41.4	33.9
Federated Department Stores	CREF	73	27.8	36.2	36.2	34
Great Northern Nekoosa	CalSTRS/CalPERS	68	28.6	40.2 ⁴	40.2	40.2
Honeywell	CalSTRS/CalPERS, State of Wisconsin	67	12.9	25.5 ³	25.5	20.3
Hospital Corp. of America	CalSTRS/CalPERS	61	24.5	35.1	35.8	35
International Paper	CREF	56	18.7	26.3	27.7	26.4
Kraft	CalSTRS/CalPERS	50	15.5	22.4 ³	22.4	21.8
Kroger	CalSTRS/CalPERS	35	17	22.4	22.4	20.9
Louisiana Land & Exploration	CalSTRS/CalPERS	67	19.9	25	27.1	25
McDonald's	CalSTRS/CalPERS	57	25.3	32.3	35.4	32.3
Mobil	Individual	45	20.1	27.2	27.2	25.6
Monsanto	CalSTRS/CalPERS	63	20.8	26.8	30.8	26.9
NCR	CalSTRS/CalPERS	66	21.6	26.4	29.9	26.4
J.C. Penney	CREF	61	25.3	29.2	31.5	NA
Pitney Bowes	CREF	68	23.9	32.6 ³	32.6	28.6
Raytheon	CREF	60	20.9	30.2	30.2	26
Santa Fe Southern Pacific	Individual	44	14	20.1	20.1	16.6
Schering-Plough	CREF	60	19.7	27.1 ³	27.1	26.2
Texaco	CalSTRS/CalPERS	42	16.7	26.9 ³	26.8	21.5
Unisys	CalSTRS/CalPERS	67	12.5	19.2 ³	22.3	19.2
United Technologies	CREF	54	24.3	28.3	32.9	28.3
Upjohn	CalSTRS/CalPERS	59	26.8	34.5	40	NA
USG	CalSTRS/CalPERS	43	²	²	27.9 ³	NA
USLife	CalSTRS/CalPERS	53	18.5	25.1	26.2	25.1

¹ California Teachers'/California Public Employees'

² Not voted at meeting

³ Without abstentions

⁴ Using total quorum

⁵ The proponent did not appear in time

NA not available

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cov. 1, pgs. 2, 3, 6, 17,

18, 41

